Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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Trade and Industry

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Front cover photograph

Modern British teaching methods have attracted many overseas educationalists to this country, not only to admire schools and their work, but also educational equipment. These children are studying new concepts in the field of logic using Invicta Attribute Blocks. The Educational Aids Division of Invicta Plastics Ltd., of Oadby, Leicester is recognized throughout the world for its range of structured teaching aids for mathematics and logic.

Container shipments regularly leave the Oadby works for the principal Invicta distributors, throughout the United States, Canada, France, Switzerland, Holland, Denmark, Italy and Australia. The world-wide demand for Invicta Educational Aids has been stimulated by regular sales visits and exhibitions. Over 50 such trips were made last year, notably the AASA Exposition in Atlantic City and Didacta in Basel, Switzerland.

Plans are made this year for exhibitions in Melbourne and Dublin together with sales missions to South Africa, United States, Canada, Holland, France, Belgium, Germany, Ceylon and Singapore. Invicta's export drive is backed by over 60,000 distributors catalogues printed in this country and the inclusion of its whole product range in over 30 catalogues editions totalling over ¼ million copies.

LATE ANNOUNCEMENTS

Tank size limitation recommendations for oil tankers by IMCO Committee

THE MARITIME Safety Committee of IMCO met from March 15-19. One of its decisions concerned tank size limitation.

Studies of the construction and equipment of oil tankers from the viewpoint of preventing or limiting pollution of the sea by oil in the event of stranding or collision were first begun at the end of 1968. The studies have not only embraced technical considerations, such as the probability of oil outflow in the event of stranding or collision, but also comprehensive investigations into the economic implications of tank size limitation.

In the autumn of 1970 the Maritime Safety Committee decided as a first step to recommend governments that as an interim guideline the maximum size of tanks should not exceed 50,000 cubic metres for centre tanks and 30,000 cubic metres for wing tanks for the largest tankers.

Based on proposals by one of its technical sub committees developed subsequently, the Maritime Safety Committee decided at this session on definite requirements for tank arrangements and limitation of tank size. These will be incorporated as amendments to the International Convention for Prevention of Pollution of the Sea by Oil 1954 and will be submitted to the IMCO Assembly in October this year.

The new requirements limit the hypothetical oil outflow in the event of a collision or stranding of oil tankers to a value of 30,000 cubic metres. The implications of the limitation of oil outflow will vary according to various factors, such as the arrangement of tanks, the fitting of double bottoms, the interposing of clean water ballast tanks etc; but in the case of normal tankers with two longitudinal bulkheads, the capacity of a single centre tank and a wing tank will be limited to 30,000 cubic metres and 15,000 cubic metres respectively.

These requirements will, broadly speaking, apply to tankers for which the building contract is placed on or after January 1, 1972, but in all cases they will apply to tankers to be delivered after January 1, 1977. The Committee also decided that governments should be urged to implement the requirements as soon as possible without awaiting the formal entry into force of the amendments to the International Convention mentioned above in respect of ships for which the building contract is placed on or after the date on which these amendments are adopted by the Assembly. The Committee further confirmed that the interim guideline mentioned earlier will continue to apply pending the implementation of the amendments.

All these decisions will be submitted to the Seventh IMCO Assembly in October this year for final adoption.

Australia — Tariff Board (Dumping) Inquiry on Acoustic Boards

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) Whether acoustic boards (including tiles and panels) irrespective of size or edge treatment, being goods composed wholly or in chief part by weight of wood fibre, mineral wool, glass wool or combinations thereof (main tariff items 48.09.9 for wood fibre, 68.07.1 for mineral wool and 70.20.9 for glass wool) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) Whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Provisional anti-dumping action by way of cash securities has been introduced on imports of these goods into Australia from March 22, 1971.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests proposed to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than April 14. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference number CRE765/71.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	This week
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
Bankruptcy orders (Q)	17 Feb. 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	17 Mar. 1971
Catering trades turnover (M)	17 Feb. 1971
Chemicals industry (Q)	17 Feb. 1971
Companies:	
Acquisitions and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	10 Feb. 1971
International trade credit (A)	15 April 1970
ECGD business (Q)	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Deliveries and orders (M)	24 Feb. 1971
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	17 Mar. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry orders and deliveries (M)	27 Jan. 1971
Foreign trade:	
EFTA trade (Q)	17 Mar. 1971
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
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Value of overseas trade: analysis of trends (Q)	3 Mar. 1971
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Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
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Investment and earnings overseas (A)	8 April 1970
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Index nos. (M)	10 Feb. 1971
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Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	27 Jan. 1971
Cotton production (M)	10 Mar. 1971
Hosiery production (M)	24 Feb. 1971
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Wool exports (Q)	25 Nov. 1970
Wool output (M)	10 Mar. 1971
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UK tourist traffic (M)	10 Mar. 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	17 Mar. 1971

Department of Trade and Industry Organizations, etc. *Subjects*	*Last Published*
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	13 Jan. 1971
Customs notices of interest to exporters	10 Mar. 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	20 Jan. 1971
Index - Oct.-Dec. 1970	17 Feb. 1971
Official receivers' offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	17 Mar. 1971

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UNCTAD and tariff preferences for developing countries

The world's developed countries have declared their intention of granting tariff preferences to imports from the developing countries in order to help them to increase their export earnings and economic growth, in particular the industrial growth which they need to raise their standard of living. As reported in Trade and Industry **of October 21, 1970, the developing countries have welcomed the preferential arrangements proposed by the developed countries of the Organization for Economic Co-operation and Development (OECD), which have agreed to seek the necessary legislation in 1971.**

Origins of the system

THE IDEA of 'generalized' tariff preferences for imports from all developing countries was discussed at the first United Nations Conference on Trade and Development (UNCTAD) in 1964 when the United Kingdom, whose delegation was led by Mr. Edward Heath (then Secretary of State for Industry, Trade and Regional Development), was the first major developed country to support it. In 1965 the OECD established a Special Group of senior officials of the United States, the United Kingdom, France and Germany to examine the question.

In 1967 Ministers of the OECD countries broadly endorsed the Group's recommendations that preferences for imports from developing countries should be granted on industrial manufactures and semi-manufactures (in Chapters 25 to 99 of the Brussels Tariff Nomenclature) with a minimum of exceptions, and that case-by-case consideration should be given to the inclusion of processed agricultural products (in Chapters 1 to 24).

The second UNCTAD Conference at New Delhi in 1968 unanimously adopted a resolution (number 21 II, Cmnd. 3649 page 74) calling for the early establishment of a mutually acceptable system of generalized preferences in favour of all the developing countries, without reciprocal trade concessions from them. This resolution established a Special Committee on Preferences to enable all the UNCTAD members to take part in consultations for establishing the system.

Outline of the arrangements

Subsequently the developed countries in the OECD (the EEC, United States, United Kingdom, Japan, the four Nordic countries – Sweden, Norway, Denmark and Finland – Austria, Switzerland, Canada and the Republic of Ireland, together with New Zealand which is not a member of the Organization) have worked out arrangements and have held detailed consultations with the developing countries in the UNCTAD Special Committee on Preferences. These concluded in October 1970 when the Committee welcomed the arrangements as an important success for UNCTAD and for the industrialization of developing countries. The Committee also agreed that there should be regular consultations between developed and developing countries during the operation of the schemes and that further improvements should be pursued. There are some important questions still to be settled by the preference-giving countries, in particular the developing countries to benefit have to be decided. The arrangements agreed in the Special Committee are summarized below. There are some elements common to all the proposals; the product coverage and safeguard mechanisms offered by each industrialized country are described separately.

Although agreed that they should all make equivalent efforts, the preference-giving countries in OECD did not find it possible to agree on a uniform system of preferences but decided to proceed with individual schemes which they each considered should be expected to yield comparable results. They will hold regular reviews of the trade effects of the schemes and will be able to consider what modifications might be necessary to correct any serious disparities that occur.

An important consideration for the United Kingdom is the need for Commonwealth developing countries and territories to receive sufficient new advantages in the markets of other industrialized countries to compensate them for sharing with other developing countries their preferential advantages in the United Kingdom. The additional trade which the developing Commonwealth will obtain is difficult to assess in advance but, as in the case of other countries already benefiting from preferences, this will be considered at future reviews of the scheme. The UNCTAD Special Committee noted that developing countries having to share their existing preferences as the result of the schemes would expect the new access in other markets to provide export opportunities that would compensate them. The developed countries already giving preferences to certain developing countries are therefore asked when reviewing their own schemes to give careful consideration to the extent to which the developing countries receiving these preferences have benefited overall.

The preference-giving countries have emphasized that the preferences are temporary in nature and that their grant does not constitute a binding commitment, or prevent subsequent withdrawal or modification of the preferences, or the reduction of tariffs on a most favoured nation basis. The grant of preferences also depends upon the necessary waiver or waivers being obtained under existing international obligations, in particular the GATT.

The initial duration of the generalized preferences system will be ten years. There will be periodic reviews in UNCTAD and before the end of the ten-year period a comprehensive review to determine whether the system should be continued.

Safeguards

All the arrangements proposed by the industrialized countries provide for certain safeguard mechanisms (either ceilings on the amounts to be admitted at the preferential rate or escape clause type measures). This enables the preference-giving countries to retain some control over the trade growth resulting from the preferences. In reserving the right to take safeguard action the preference-giving countries have declared that such measures will remain exceptional. They will offer opportunities for consultation when safeguard measures are taken, although not necessarily before the measures are put into effect. They will also review the operation of the safeguards with developing countries from time to time.

Origin rules

Origin rules are necessary to establish which exports from developing countries should qualify for the benefits. Although it has been agreed that uniform rules of origin would be desirable, it has not been possible for all the preference-giving countries to arrive at common rules to apply to all the schemes. Countries using the Brussels Tariff Nomenclature have decided to model their origin rules as far as possible on the EEC's rules under the Yaounde Convention. Generally these rules require a sufficient amount of processing in the reporting country to make the product classifiable under a different heading of the Brussels Tariff Nomenclature from

(*Continued on next page*)

TARIFF PREFERENCES, *continued*

that appropriate to the materials and components used. The United States, Canada and New Zealand intend to rely primarily on a value added criterion. The United States criterion will be that no more than 50 per cent of the Customs value as appraised in the United States should be from sources other than the exporting preference receiving country and the goods will also have to have undergone a substantial transformation in the exporting country. The satisfactory functioning of rules of origin will depend on close collaboration between the authorities of all the countries concerned, in particular on documentation and control. Recommendations have been made by UNCTAD on matters such as a standard form of origin certificate, verification, sanctions and administrative arrangements.

Beneficiary countries

The main issue still outstanding is to decide which countries should benefit from the preferences under schemes of individual donors. All the independent countries of the continents of America (except the United States and Canada) and Africa (except South Africa and Rhodesia), Mongolia and the non-Communist countries of Asia other than Japan, as well as Bulgaria, Cyprus, Greece, Malta, Israel, Portugal, Romania, Spain, Turkey and Yugoslavia, have already claimed that as developing countries they consider that they should be beneficiaries. The United Kingdom and other countries have made a similar claim on behalf of all their dependent territories and those states for whose international relations they are responsible.

The OECD Special Group which reported in 1967 recommended that preferences should be granted to the exports of any country, territory or area claiming developing status. The Group came to this conclusion in order to avoid the difficulty of reaching international agreement on determining relative stages of development. The United Kingdom and a number of other developed countries continue to support the Special Group's recommendation, but only on the understanding that all preference-giving countries act similarly. The OECD countries are still discussing this question.

Another problem results from the United States condition that developing countries which themselves grant tariff preferences to particular developed countries must undertake to phase these out within two or three years if they are to benefit from preferences in the United States. Many – but by no means all – Commonwealth developing countries accord preferences to the United Kingdom and some of them accord preferences to the exports of other developed Commonwealth countries. Most of the African countries associated with the EEC grant preferences to Community exports. No solution was found to this problem in the Special Committee on Preferences. It was agreed however, that consultations should continue between the countries directly concerned with a view to trying to solve the problem before the schemes are put into effect.

Implementing the scheme

Legislation will be required in most of the preference-giving countries before their schemes can be implemented. Enabling legislation will be necessary before the United Kingdom scheme can be put into effect and the Government has announced that it hopes to introduce a Bill during the current session of Parliament. The exact date of implementation will be decided in the light of action by the other developed countries.

A summary of the proposals of the various preference-giving countries is given below. The detailed proposals are available for reference in the Statistics and Market Intelligence Library at Export House, 35 Old Bailey, London, E.C.4.

UNITED KINGDOM

The statement made by our delegate in UNCTAD introducing the proposed United Kingdom arrangements was published in the *Board of Trade Journal* on September 30, 1970.

The United Kingdom proposes to grant duty free entry for industrial products in Chapters 25 to 99 of the Tariff (including raw materials, with some possible exceptions still to be decided upon) other than most textiles and apparel and goods subject to revenue duties. Duty free entry is offered on a number of textiles including carpets and floor coverings of all materials, twine, cordage and ropes and goods made therefrom, yarn and fabrics of jute, of paper and of miscellaneous vegetable fibres, and felts and felt articles. In addition to textiles the main category of goods excluded are those subject to revenue duties: hydrocarbon oils, perfumed spirits, matches and portable lighters.

Duty free entry or tariff reductions are also proposed for a range of processed agricultural products covering over 140 tariff positions. Among the products for which duty free entry is proposed are bone meal, currants and certain other dried and preserved or otherwise prepared fruits and vegetables, tomato juice and certain other fruit and vegetable juices, glycerol and glycerol lyes, chocolate and sugar confectionery, sweetened cocoa powder and biscuits and cakes. A 50 per cent duty reduction is proposed for beef extracts and juices and canned tuna. It is proposed to reduce the duty on extracts, essences and concentrates of coffee to the Commonwealth Preference rate.

The inclusion in our scheme of a number of goods is conditional upon the consent of countries in the Commonwealth preference area which have trade agreement rights to margins of preference in the United Kingdom market.

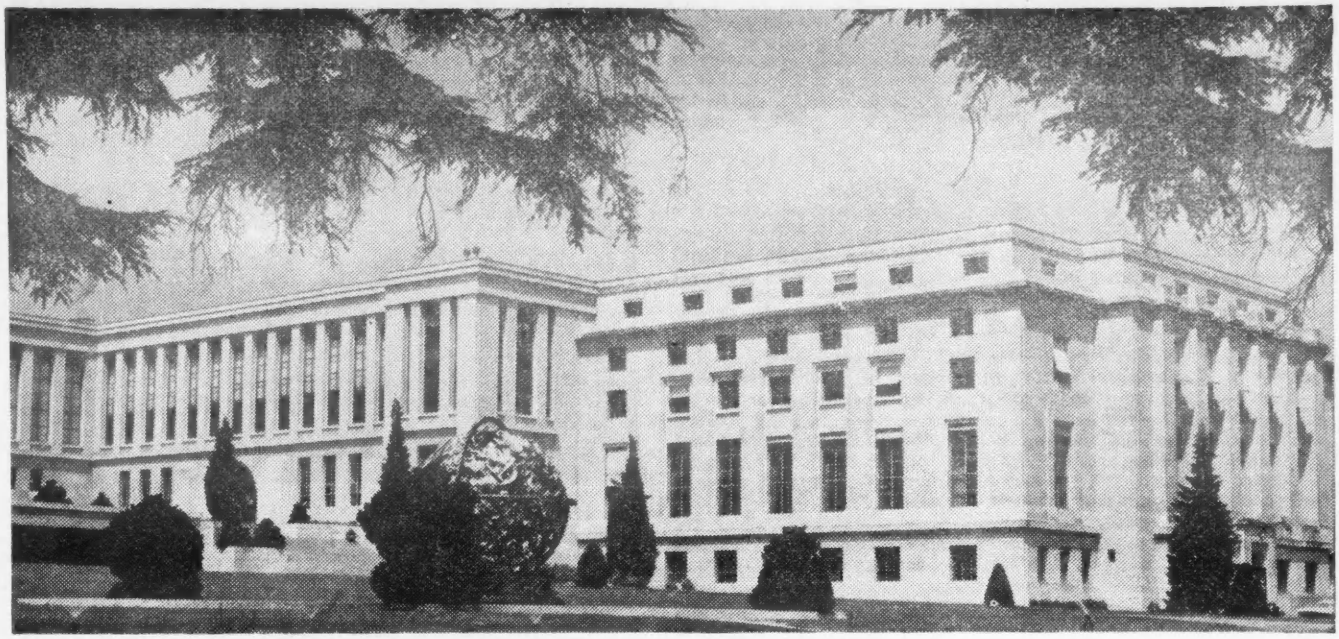
The Commonwealth preference arrangements will continue in parallel to the generalized scheme. Developing Commonwealth countries will also be able to benefit from the inclusion in the United Kingdom offer of a number of products (for example, clocks and watches and musical instruments) on which they at present have to pay a Commonwealth rate of duty.

Since the purpose of the scheme is to increase the export earnings and to promote the industrialization of the developing countries, imports from these countries may be expected to become more competitive and to increase to the extent that this purpose is fulfilled. Nearly all imports from the developing Commonwealth countries already enjoy duty free entry in the United Kingdom market and the scheme will therefore have little effect on imports from those countries. The main advantages will accrue to non-Commonwealth developing countries. The United Kingdom has reserved the right to withdraw or modify the concessions on any products within the scheme. The grounds for such action would normally be the import of a product in increased quantities and under conditions which, in the Government's view, cause or threaten serious injury to domestic producers of similar or directly competitive products. Arrangements will be made to obtain sufficiently detailed import statistics to enable the scheme's effects on trade to be kept under review.

The United Kingdom offer is also subject to a number of other qualifications. First, the scheme may have to be modified if it becomes necessary to keep it broadly in line with those of other preference-giving countries. Second, account will have to be taken of the extent to which Commonwealth developing countries benefit as a result of all the schemes. Third, in the event of successful negotiations for entry into the EEC, our scheme would have to be assimilated to that of the Community.

EUROPEAN ECONOMIC COMMUNITY

The EEC propose to grant duty free entry to all manufactures and semi-manufactures in Chapters 25 to 99 of the Common External Tariff, without exception. There will be no safeguard arrangement linked to injury to domestic industries, but the amount of imports from developing countries that will benefit from duty free entry will be subject to limitation within quota ceilings. These will be calculated under a standard formula applicable to all products under which each ceiling will have two elements. The first, the basic amount, will be the total value of imports of the product from the beneficiary countries in a base year, 1968. To this will be added a supplementary amount calculated by taking 5 per cent of total imports into the Community from all sources other than the beneficiary countries. Trade between the member states is excluded from the total from which the 5 per cent will be calculated, but imports from the Community's associated states in Africa and elsewhere (which already receive duty free entry) will be included. The additional amount of the quota will be calculated from the total imports into the Community from non-beneficiary countries in the most recent year and will be recalculated annually on the



The Palais des Nations overlooks Lake Leman in Geneva, Switzerland, a country traditionally the site of many international conferences. Today, this former headquarters of the League of Nations houses the European Office of the United Nations and the UNCTAD/GATT international trade centre.

basis of the latest available figures (but will not be reduced). Once the ceiling for duty free entry has been reached in any year, further imports from developing countries will be charged the full rate of duty, but will qualify for duty free entry again at the start of the following year.

The way in which this formula will be applied can be shown by taking a hypothetical example. If imports of a given product into the EEC in 1968 from the beneficiary countries were $1,000, and $10,000 from all other countries (excluding trade between the Six), the quota would be made up of the basic amount of $1,000 plus an additional amount of 5 per cent of $10,000. This would give a total quota of $1,500.

A ceiling under this formula will in principle be available on all the manufactures and semi-manufactures in Chapters 25 to 99. The Community have stated that they intend to enforce the ceilings only on a limited range of goods that are considered to be sensitive (these have not yet been defined). Another provision in the formula is that preferential imports of each product from any one developing country will not as a general rule be allowed to exceed 50 per cent of the total ceiling for that product. This is intended to limit the preferences granted to the more competitive developing countries and to reserve a substantial share for the others. The ceilings on cotton textiles will be calculated according to the same formula but duty free entry will be accorded only to those developing countries from which imports into the Community are already subject to quantitative restrictions under the GATT Long Term Arrangement, for the duration of that arrangement, and to other beneficiary countries which are prepared to give similar undertakings. There will be similar special arrangements for coir and jute textiles.

Industrial raw materials falling within Chapters 25 to 99 of the Tariff are excluded from the Community scheme. The tariff headings affected have not been defined, but the Community intends to follow a definition of primary products produced by the UNCTAD Secretariat in 1965 and in addition to exclude metals up to the manufacturing stage to ingots.

Tariff reductions, mostly averaging about one-fifth but with some larger ones, are offered on a range of processed agricultural products. Preferential entry of these products would not be limited by means of a tariff quota, but an escape clause related to injury will apply.

The countries and territories associated with the EEC will continue to enjoy their existing preferential arrangements.

UNITED STATES

The United States propose to grant duty free entry for all manufactures and semi-manufactures other than most textiles (broadly speaking those of cotton, wool and man-made fibres), apparel, footwear, petroleum-based chemicals (those assessed for duty on the basis of the American Selling Price systems of Customs valuation) and petroleum products. Duty free entry is also offered on about 100 tariff positions for industrial primary products and for about 180 tariff positions covering processed agricultural products.

All the offers are subject to a safeguard for domestic industry injured or threatened by increased imports as the result of the preference. This will be the standard escape clause procedure under existing United States legislation (to which amendments are proposed in the Trade Bill currently before Congress), involving Tariff Commission hearings.

Developing countries which grant preferences to developed countries (reverse preferences) will be excluded from the United States scheme. However, if these developing countries provide adequate assurances that their reverse preferences will be phased out within two or three years they will be able to benefit from the United States scheme from the outset.

JAPAN

The scheme proposed by Japan covers all goods (including raw materials) in Chapters 25 to 99 of the Tariff other than a short list of exclusions (including hydro-carbon oils subject to fiscal duties, leather clothing, silk fabrics and footwear of rubber or plastics). On goods in a list of 57 tariff headings, the preferential rate will be 50 per cent of the full rate of duty. The goods in this list include some textiles, leather and leather articles and toys. On all other goods in these Chapters of the Tariff the preferential rate will be duty free entry. This preferential entry will, however, be subject to ceilings that will be enforced on all goods. The ceilings will be calculated by a formula applicable to all goods which is generally similar to that of the EEC scheme. Each ceiling will consist of the total of imports from developing countries in a base year plus 10 per cent of imports into Japan from all other sources. If the preferential imports of a particular product from any one beneficiary country exceeds 50 per cent of the ceiling in the course of a year the preference will be suspended for that beneficiary for the remainder of that year. The supplementary quota will be revised each year and will not be less than that of the previous year.

(Continued on next page)

TARIFF PREFERENCES, *continued*

Duty reductions (mainly of 50 per cent) or duty free entry is offered without limitation on a range of processed agricultural products. These will be subject to an escape clause arrangement under which the preference could be withdrawn for a specific product from a specific beneficiary country.

THE NORDIC COUNTRIES

The Nordic countries (Sweden, Norway, Denmark and Finland) have tabled a joint scheme. They are generally prepared to grant duty free entry from developing countries for all industrial products (including raw materials). They have, however, submitted a list of products which in one or more of the Nordic countries are at present considered to be sensitive to market disruption and which may consequently have to be excluded or given special treatment in one or more of these countries. The form this special treatment may take has not been decided. The list includes most textiles, rubber tyres, most leather, leather clothing, footwear, pottery and chinaware, glassware, cycles and motor cycles, furniture and slide fasteners. Duty free entry is also proposed for a range of primary and processed agricultural products.

The safeguard arrangements apply to the offer will allow the preference to be withdrawn on any product or for quantitative limitations to be introduced in circumstances of market disruption or its threat as a result of the preference.

AUSTRIA

Austria is prepared to grant as a first stage a 30 per cent duty reduction on all manufactures and semi-manufactures in Chapters 25 to 99 of the Tariff except for cotton textiles and products subject to variable levies or equalization charges (for example casein, albumin and starches). Duty reductions of up to 50 per cent, or in some cases duty free entry, are proposed for a range of processed agricultural products.

The offer is subject to a safeguard mechanism. The Austrian safeguard provides for the suspension or withdrawal of a preference on a specific product if imports of the product from beneficiary countries reach 25 per cent above the level in the preceding year. If imports from a particular beneficiary country rise to at least 10 per cent more than imports from that country in the preceding year and the beneficiary country concerned is the first or second largest supplying country amongst the beneficiaries the preference can be withdrawn from that country. The purpose of this provision is to enable the less competitive beneficiary countries to obtain greater benefit from the scheme.

SWITZERLAND

Switzerland proposes to reduce duties by 30 per cent on virtually all goods in Chapters 25 to 99 of the tariff except those subject to fiscal duties, as a first stage towards duty free entry. Duty free entry or tariff reductions are also proposed for a range of agricultural products.

The operation of the arrangements will be reviewed after two years and consideration given to granting further reductions or, where possible, duty free entry. A safeguard clause provides for the suspension of the preference in whole or in part or for the application of measures available under Swiss foreign trade legislation, if the preference results in disruption or damage to Swiss economic interests.

THE REPUBLIC OF IRELAND

The Irish Republic proposes to reduce by one-third the duties (other than revenue duties) on imports from developing countries of all manufactures and semi-manufactures in Chapters 25 to 99 of the Tariff with certain exceptions which include most textiles, rubber tyres, most leather, footwear and vehicles and parts thereof. Preferential treatment may be withdrawn or modified where increased imports are causing or are likely to cause serious injury to home manufactures. No preferences are offered on agricultural products.

The Minister for Trade, Mr. Michael Noble, points out a feature in the new Directory of British Export Houses *which was launched at a reception at the Department of Trade and Industry last week. The directory has been published by Thomas Skinner, at the instigation of the British Export Houses Association, to provide comprehensive and detailed information about how export houses work. Financial aid and encouragement for the project has come from the Government and BNEC. With Mr. Noble are (left to right) Mr. Roymond Haddrell (managing director, IPC Business Press Information Services), Mr. Simon Kimmins (chairman, British Export Houses Association) and Mr. David Howard (managing director, IPC Business Press Information Services). The* Directory of British Export Houses *is reviewed on page* 648.

CANADA

Canada proposes as a first step to reduce the duty by one-third or to the British Preferential rate, whichever is the lower, on all industrial manufactures and semi-manufactures with the exception of goods whose import into Canada is subject to quantitative restraints (these include woven cotton, worsted and man-made fibre fabrics and certain other textiles). Consideration is being given to granting similar preferences on a number of primary products.

Duty free entry or duty reductions are also proposed for a range of processed agricultural products. There is a safeguard provision available if imports under the preference cause or threaten market disruption.

NEW ZEALAND

New Zealand proposes to reduce the duty on imports from developing countries of a list of agricultural and industrial products to the British preferential level or in some cases to zero or a special preferential rate.

AUSTRALIA

Australia introduced in 1966 its own scheme for imports from developing countries, under which a list of handicraft products is admitted duty free without limitation and a list of industrial products is admitted duty free or at a preferential rate up to specified ceilings. Additions have been made to these lists.

THE EASTERN EUROPEAN COUNTRIES

The USSR, Poland, Czechoslovakia, Hungary and Bulgaria have stated their intention of taking steps to facilitate imports from developing countries, including in the case of Czechoslovakia, Hungary and Bulgaria, the granting of tariff preferences. Details have not yet been published but Czechoslovakia has stated her intention of making, as a first step towards duty free entry, a 50 per cent tariff cut on imports of industrial manufactures and semi-manufactures and agricultural products from developing countries, the main exceptions to be some textiles and footwear and some agricultural products.

The expanding French chain stores—keen outlets for British consumer goods

DURING THE NEXT few years, tariff rates between the United Kingdom and France will come down as a result of the Kennedy Round negotiations, and will begin to phased out altogether if Britain enters the Common Market. A sharp increase in Anglo-French trade in both directions can therefore be expected, and this is likely to benefit consumer goods and consumer durables, the field in which price is the key factor, rather more than capital goods, which are often sold on performance and quality, with price a subsidiary factor. Consequently British consumer goods will be bought by wider sections of the French public, and the improvement in sales will be most marked in popular price products which will increasingly find their way into the quickly expanding French chain stores.

Many British manufacturers and exporters, particularly those dealing in popular price goods, will find it necessary to review their present agency arrangements, in order to bring their prices down within reach of the average French consumer. Too many French agents are at present satisfied with a restricted volume of sales to exclusive retail outlets, a type of trade that pays a high commission. The type of agent for the future will be the volume operator, well introduced to the chain store buying offices, who is prepared to operate on a small commission. There are, for example, volume knitwear agents working on a commission of as low as two per cent.

French-speaking factory salesmen

British manufacturers of popular price goods may find it to their advantage to treat the French market as an extension of their own and to dispense with an independent agent altogether. The French market could instead be serviced by French-speaking factory salesmen, making regular selling trips across the Channel to call on the central buying offices. British firms wishing to adopt this direct approach will find that things have been facilitated for them by the revolution that has been taking place over the past decade in French retailing techniques.

Business has been passing away from the small exclusive boutiques into the hands of a few giant department store and supermarket chains, whose buying offices are also servicing the needs of numbers of independent retailers. The small self-service shops of the 1950's gave way in the next decade to supermarkets of up to 2,500 sq. metres of selling space. Since about 1967, the supermarkets have been overtaken in some areas by supermarkets with over 2,500 sq. metres and of up to 10,000 sq. metres and more of sales-floor space. Housed in buildings resembling aircraft hangars, which are built on green field sites on the outskirts of larger towns, they are rather like sales factories with up to 40 check-out desks, which devote more space to non-food than they do to food items.

Principal French buying groups

There are now in France over 1,600 supermarkets, including 150 hypermarkets, compared with only 590 in 1966. By 1975, there are expected to be 2,500 still only about half of the British figure. They already account for 14 per cent of French food sales and they work on a slightly lower profit margin which, combined

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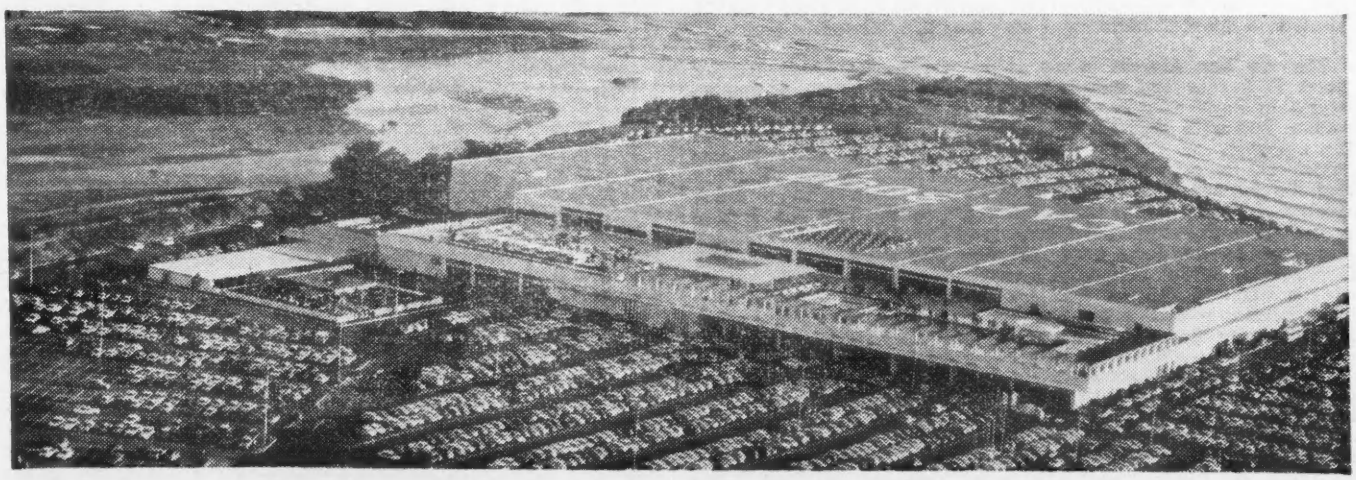
Indoor and outdoor views of the Société Francaise des Nouvelles Galeries Réunies Regional Commercial Centre at St. Laurent du Var. The new French hypermarkets are as big as aircraft hangars



FRENCH CHAIN STORES, *continued*

with the advantages of bulk purchasing, gives them the edge over the small retailer. British firms wishing to examine the possibility of making volume sales in France would do well to establish contact either direct, or through their French agent, with the following buying groups:

SAPAC (Société Parisienne d'Achats en Commun) is the central buying and supplying organization for the following groups: AU PRINTEMPS Haussmann, in the Boulevard Haussmann, Paris, is one of the largest departmental stores in Europe. It was founded in 1865 and has a greatly diversified range with 1969 sales of nearly 700 million francs.
CHAINE PRINTEMPS has 23 stores in France and 28 overseas; 1969 sales of the French stores totalled 798 million francs and the range covers 250,000 lines. Purchases from United Kingdom include drapery, clothing, hosiery, underwear, furniture, antiques, tableware, ornaments, toys and office equipment, and in 1969 amounted to over three million francs. There is scope for increases in these and in other lines.
PRISUNIC Group, with 130 lower-price general stores throughout France, also runs the Escale Chain of hypermarkets (five in 1970) and Primevere chain of suburban stores. Foodstuffs comprise almost half of the Prisunic range of items. Purchases from United Kingdom include women's knitwear and spirits and there is scope for increases in these and other lines.
SAPAC also supplies some lines to the Grands Magasins du Louvre.

BHV (Bazar de l'Hotel de Ville) operates five outlets of which three are large department stores (two in Paris) and two are hypermarkets in the provinces; two more hypermarkets are planned for the near future. BHV purchases textile items for its outlets but about 90 per cent of goods on sale are a wide range of household and hardware items and these are purchased by Societe Europeene de Vente en Gros (EUROGROS), which is 99 per cent owned by BHV. This range is believed to feature the widest variety of household goods to be found in a French store. The BHV policy is to appeal to a wide range of clientele and, although quality conscious, BHV stress is on competitive pricing. In 1969 Britain supplied various goods valued at 435,000 francs and offers from British suppliers of small hardware items (e.g. pots and pans) hand tools and lawn mowers would receive careful attention. EUROGROS is itself a member of the CATENA FRANCE co-operative for whom it acts in Paris and consequently supplies outlets independent of the BHV group.

SCA (Societe Centrale d'Achats SA) buys and supplies the full departmental store product range to about 270 retail outlets including Monoprix stores, Uniprix stores, Supermonoprix hypermarkets and Inno-France supermarkets. Goods are pitched at the lower-middle price range with attractive presentation.

SPAM (Societe Parisienne d'Achats et de Manutention) is the central buying/administration organization for a comprehensive range of non-food items to the nine retail outlets of the Galeries Lafayette group, the mail order organization operated by Aux Galeries Lafayette and to stores in the SCA/Monoprix chain. There is a financial connection with the SCA/Monoprix group.

The Au Bon Marche stores group services its 13 department stores in France and one in Algeria. The main store at rue de Sevres in Paris accounted for half the group's turnover of 425 million francs in 1968/1969. The product range is extensive with the emphasis on quality products appealing to higher income customers; the principal lines are clothing, leisure goods, furniture and furnishings, household hardware and linen with a much smaller amount of foodstuffs. The Group controls the buying organization SGABM (Societe General Au Bon Marche), which also supplies non-food items to over 500 stores in the UNA Group with whom reciprocal arrangements exist for the supply of foodstuffs to the Au Bon Marche stores. The ABM Group also operates a mail order business and issues six million catalogues a year through a network of 2,200 commission agents.

GAGMI (Groupement d'Achats des Grands Magasins Independants) is a very large specialized buying group supplying and servicing independent retail outlets. The co-operative buys textiles, novelties and fashions, household goods and furnishing and foodstuffs geared to the lower income groups for 172 outlets including 55 hypermarket stores, 23 large-scale supermarkets under the RECORD, RALLYE and GEANT flags and the two commercial centres at Orleans and Rennes with their traditional store outlets. The Group offers a marketing advice service to its members and through its weekly news letter keeps them abreast of consumer trends and marketing policy. It also advises on the setting up of new retail outlets.

UNA (L'Union des Negociants de l'Alimentation) is a co-operative society supplying foodstuffs under the UNA and REFLETS DE FRANCE labels to nearly 3,000 retail outlet members and the food shelves of the Au Bon Marche group. The UNA range which is made up almost entirely of foodstuffs with a very small proportion of non-food items is priced at competitive levels to appeal to lower-income customers. A small amount of speciality foodstuffs (e.g. whisky, jams and marmalades) is bought from Britain.

SFNGR (Société Francaise des Nouvelles Galeries Reunies), one of the leading French supermarket 'grand magasins' groups, is the central buying office for its 51 branches and 150 associated stores and, through wholly owned subsidiaries, for 51 shops in the provinces. Its policy is to offer quality in a selected range of product lines appealing to higher income customers. Britain's share of the group's imports in 1969 was five per cent valued at 2.1 million francs and there is potential for increased sales. The best prospects for British goods lie in the field of ready-to-wear clothing, especially women's, and other possible openings are hardware and gardening items.

PARIDOC acts as a central buying and administration co-operative for 23 member distributors throughout France and buys grocery, perishables, drink, clothing, items and household goods for 8,500 departmental branches, 350 small self-service stores (superettes), the 'Magasins J' self-service stores, 'SUMA' supermarkets and 'Mammouth' hypermarkets; in addition it operates the fourth largest mail order business in France. The group is estimated to cater for three million customers and has a turnover of about 4,000 million francs. It undertakes market research and other services on behalf of its members.

Paris-France SA and SA Magasins Reunis have a common servicing organization, **PARUNIS SARL.** This jointly-owned subsidiary is the marketing supply organization for the group and purchases a wide range of products for about 200 retail outlets. The Paris-France range is geared to the more conservative taste of its largely middle-class higher income clientele and household and fashion items account for 78 per cent of the range carried, the remainder being foodstuffs. In 1969 Paris-France bought knitwear, ready to wear clothing, furniture, pottery and giftware from Britain, valued at three million francs. There is a good potential for knitwear and women's ready to wear clothing.

Further details are available to exporters from: Department of Trade and Industry, Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 245).

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The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, *Ext.* 2393/2039 *or write: Export Liaison Manager, BBC External Services, Bush House, London, WC2B 4PH.*

Competition the best mechanism for promoting efficient use of resources

—Mr. Edward Heath

MR. EDWARD HEATH, the Prime Minister, speaking at the Diamond Jubilee dinner of the British Electrical and Allied Manufacturers Association in London on March 16, said:

'I want to concentrate tonight on explaining the philosophy on which this Government's *general* policy towards industry is founded.

'The basic point is a fairly simple one. We believe that competition is still the best mechanism for promoting the efficient use of resources, for stimulating and rewarding effort, and for increasing the national wealth for the benefit of the community as a whole. If we believe in the value of competition, then it follows that Governments should not interfere with the competitive process, unless there is some overriding reason of national or social policy for doing so.

There are some who argue that the tide of history is carrying us inevitably towards greater and greater state control. This line of argument found, if I remember rightly, particular favour among distinguished commentators in the first half of June last year. It is clear to me that the events of the last few years have made nonsense of this argument. This is really a matter of simple observation in the world today. Those countries which have achieved the greatest prosperity for the greatest number of their people are precisely those who have *not* enthroned the State as a dominant force in their economics.

'The competitive process will only work properly if managements take full responsibility for their own decisions. It will not work properly if Government finance is made available to industry on non-commercial terms, or if the Government subsidizes unprofitable activities. The proper responsibility of Government is to create the right framework within which efficient and competitive industry can grow and prosper.

'In some quarters my colleagues and I are now being criticized for being too strong and too tough. I would like to make only one comment on that. I do not believe it has been the main complaint of people in this country during recent years that their Government has been too strong and too tough. On the contrary they have a shrewd idea that it is ambiguity and weakness which has caused a lot of the trouble. Certainly, in our dealings with industry we do not intend to be deflected from our basic objectives. Of course there will be special cases and problems of timing, particularly in the transition from a strategy of interference in industry to a strategy of restoring full responsibiilty to industry.

'But our objective will continue to be to encourage industry to regain its strength so that it can grow in freedom and responsibility.

'And in those cases where we do find it necessary to provide support – in order, for example, to maintain a vital defence capability – we shall not lose sight of the fact that no amount of help and subsidy is of any value unless it aims to effect a cure. The prospect of a return to health must be clear, planned for and sustainable.

'Rolls-Royce is a case in point. I am not going to try tonight to attribute responsibility or blame for the financial collapse of Rolls-Royce. We had to deal with the situation which we found. We were prepared to ensure the maintenance of the capability which was clearly necessary for our own defence purposes and for the operation of air forces and airlines all over the world, but not to underwrite all the company's potential liabilities. The only practicable way of achieving this was to take the essential parts of the company for the time being into public ownership. But the object was to re-establish an efficient and profitable concern.

'I said earlier that the proper responsibility of the Government was to provide the right framework for an efficient and competitive industry. In a sense that is one objective of all Government policies. But there are three particular aspects of the Government's responsibility on which I would like to touch this evening.

'First, we need to maintain an effective competition policy. We are taking steps to build on the legislation for promoting competition introduced by the last Conservative administration.

'We shall re-shape the Monopolies Commission, widen its scope and powers, and give it an opportunity to be more effective. We intend to bring the nationalized industries within the field of the Monopolies Commission, since it is as important to protect the public against abuse of statutory monopoly power as it is against private monopoly power. We are reviewing the existing restrictive practices legislation. In all this we are guided not by any theoretical approach to competition, but by the view that, if we believe in competition, we must make sure that it is working as it should in every section of the economy.

'Second, we are taking action in the field of industrial relations. We came into office with a clearly defined plan of action, and a mandate to put it into effect. Within four or five months of taking office we had produced, first, a consultative document and shortly thereafter a comprehensive bill. That bill will be on the statute book before the end of the summer. It will, I believe, bring about a complete change in attitudes in industrial relations.

'The Bill will in fact be fair to employers, to employees, to responsible trade unionism and its leaders, and to consumers. I have no doubt that all but a small majority of workers in industry will welcome the new conditions, and the chance for better industrial relations, which this legislation will create.

'The third responsibility upon the Government, in providing a framework for an efficient industry, is to try to create the right economic climate. This means above all trying to create the conditions for steady and sustainable economic growth.

'We have been learning, the hard way, that the pursuit of higher and higher money wages, out of all relation to the growth of our productive capacity, leads not towards growth but towards recession.

'We are learning that if industry's profitability is soaked by ever-rising wage demands, the result is that men are laid off and capital investment projects are postponed or cancelled.

'We are learning that, in the uncertainty which this creates about future demand, firms are not prepared to enter into substantial new commitments even if they are strong enough to do so.

'This is the situation that we as a Government have inherited. We are committed to growth as an objective of policy; and we see it being frustrated by cost inflation. We are urged to provide a stimulus to demand, in order to reduce unemployment and encourage investment, so that the rate of growth moves up towards the rate of increase in wages. But all experience shows that this country cannot hope to achieve or sustain a rate of growth at anything like the present level of the rate of increase in wages.

'It is within our power to achieve steady and sustainable growth, but only if we deal with wage inflation.

'I do not believe we can deal with it by means of statutory wage restraint. That policy has been tried, and we have seen it swamped in a deluge of demands as the restraint breaks down. The fundamental objection to such a policy is that it removes responsibity from those on whom it must rest: on employers and employees.

'The Government and other employers in the public sector are setting an example, and there are increasing signs that the tide is turning. The escalation of wage demands has been brought to a halt. But that is only the beginning of the battle: having halted the escalation, we now have to reverse it. And the responsibility rests not just on Government but on all of us. It rests on you, as employers.

'It also rests on employees. The rewards are so great.

'How much better it is for a man to work for a firm making reasonable profits and paying reasonable wages, than for a firm whose profits are so much reduced by excessive wage demands that they are laying people off and he cannot be sure of his job.

'How much better it is to work for a firm that can afford to invest, to keep up to date and to expand, than for a firm which cannot afford to keep its equipment or its product up to date with market requirements.

'How much better to have your earnings rise by a 3 per cent which constitutes a real improvement in living standards than by a 13 per cent which just evaporates in rising prices.

'If we believe these things, we in Government and you in industry have a great responsibility for helping to make them understood, and their force realized.

'I do not underestimate the size of the task that the Government has taken on. We have undertaken to make great and necessary changes. We are not going to be deflected by the problems of inflation from getting on with those changes. We have already achieved a good deal; but much more remains to be done. I am here tonight to assure you that we are going to see it through.'

Mr. Davies defines seven elements of Government policy

THE GOVERNMENT'S policies 'aim to create a framework of law – precise and comprehensible – within which industry can devise its own objectives; make its own policies; plan its own future and fail or succeed according to the merits of its decisions in these fields and the effectiveness with which they are implemented.' This was stated by Mr. John Davies, Secretary of State for Trade and Industry, in a speech to the Parliamentary Press Gallery luncheon club, on March 17.

Mr. Davies then defined the elements composing this framework. It was firstly a social one, he said, that within the field of the day's work, sought to define the minimum requirements placed upon industry to ensure that the pursuit of its objectives did not damage the fabric of the community – safety at work, driving hours, water pollution, planning imperatives. These and many many others determined the social obligations of industry to the community.

Secondly there was a consumer element that aimed to ensure that the consumer was not prejudicially treated: standards, weights and measures, description of goods, resale price maintenance. It was proposed to intensify the drive to competition by strengthening the Monopolies Commission and extending its field of work.

The third element was a trading element affecting essentially trade relationships with the rest of the world. 'In common with our predecessors we see our single most vital step forward in this field as securing membership of the European Economic Community on acceptable terms,' added Mr. Davies.

Fourthly, an industrial relations element would enable the process of collective bargaining to be undertaken in a way likely to bring about a progressive advance in national production at the same time as a real improvement in the rewards to workers at every level.

The fifth was a regional element that sought to create conditions, in which the people and the country as a whole got the best opportunity possible of developing on a basis of equilibrium, that laissez-faire policies were unlikely to bring about at least over a tenable time-span. 'This element embraces both the use of resources to attain a more homogeneous pattern of amenity and communication whilst encouraging a deployment of industrial investment to overcome damaging regional disparities', said Mr. Davies. 'It is a field of policy bristling with uncertainties but it constitutes an essential part of the total framework on the score of humanity as upon that of national self-interest.'

The sixth was a regulatory element providing for the relationship between the impersonal entity of the corporation and its owners. Company Law rarely interested the public at large but that was no reason to allow it to become obsolescent. Modernization in this field would bring our framework of law into conformity with the needs of a changing pattern of relationships between companies and their owners.

Fiscal policy

The seventh and final element was an economic one, mainly concerned with so ordering the country's affairs as to create circumstances in which investment could be undertaken in the expectation that its products find a profitable outlet.

'Clearly within this field fiscal policy is of critical importance', said Mr. Davies. 'We are committed by containing the demand of public expenditure to ease the burden of tax upon the country as a whole – not least on industry; to simplify the system and thereby to allow more to remain in the hands of the corporation and the individual. Not less in its significance is the proper control of the money supply, not looking upon this as the sole means of achieving economic stability but as playing its part along with fiscal and incomes policies. Having mentioned yet another expression whose reiteration has almost deadened our understanding of it, let me say quite clearly that this Government not only has a policy for incomes but has always had one. That policy is to attain a situation where real earnings will move in harmony with the increase in national prosperity. In order to move towards that worthwhile objective the Government has first had to cope with an unprecedented acceleration of money incomes that has come near to threatening the whole edifice of economic policy and is only now showing some signs of abating. In pursuing its purposes in this field the government, in the light of experience both national and international, has eschewed statutory restraint and has relied upon persuasion and example.'

Reiterating his first definition of the Government's industrial policies – to create a framework within which the individual company or firm could undertake their own work, Mr. Davies said: 'We do not believe in seeking by Prices and Incomes Boards to control the wages they pay or the prices they charge; by Industrial Reorganization Corporations to impel them to marriages they do not contemplate, providing them with dowries they do not justify; by Shipbuilding Industry Boards to induce them to undertake projects whose success they are not organized to attain; by Industrial Expansion Acts to stimulate them to expansions not within the capacity of the resources they can organically command; and so on through the whole gamut of policies and institutions devised to confuse the judgment of business men within their own field of comprehension by considerations wholly outside it.'

Acknowledging that there must be a great inter-involvement between Government and industry, the Secretary of State said: 'The danger is to interpret that inter-involvement as a need to feed into the already complicated matrix of industrial decision-taking a whole series of factors that are not part of it and that succeed in confusing and distorting the decision-making process. This is what disengagement is about therefore; it is concerned with seeking to clarify once again, from the confusion into which it has latterly fallen, what is industry's to decide within their own judgment and understanding and what is Government's to prescribe in order that those decisions may be taken in the clear knowledge of the State's requirements are.'

Sir John Eden visits Bradford and Leeds

NEW HEADQUARTERS for the Society of Dyers and Colourists were opened by Sir John Eden, Minister for Industry, Department of Trade and Industry, in Bradford on March 19. The new building is named Perkin House, in commemoration of Sir William Henry Perkin, whose discoveries effectively created the modern synthetic dyestuffs industry.

Sir John Eden also visited the new offices of Yorkshire Post Newspapers Ltd., Leeds.

Polish delegation visits United Kingdom

A FOUR-MAN DELEGATION from Poland arrived in London on March 23 for an official visit to Britain aimed at furthering trade and technological co-operation between the industries of the two countries.

The delegation is led by Mr. Janusz Hyrnkiewicz, First Deputy Chairman of the Committee of Science and Technology (KNIT). He will be accompanied by Mr. S. Wylupek, Deputy Minister of Machine Industry, Mr. S. Gruzewski of the same Ministry and Mr. M. Grzymek of the Planning Commission.

On arrival the delegation was met by Mr. Michael Noble, Minister for Trade, and on March 26 will be guests of honour at a luncheon, at which Sir John Eden, Minister for Industry, will be the host.

Organizations and firms to be visited include the East European Trade Council, the Confederation of British Industry, the London Chamber of Commerce, Metal Box Co. Ltd., GKN International Trading Ltd., the General Electric Co. Ltd., Herbert-BSA Ltd., British Leyland Motor Corporation Ltd. and International Computers Ltd.

The official visit will end on Saturday, March 27.

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Progress report on the EEC negotiations

MR. GEOFFREY RIPPON, Chancellor of the Duchy of Lancaster made a further statement to Parliament on March 18 about the progress of the negotiations for British membership of the European Communities following the Ministerial meeting in Brussels on March 16.

He began:

'We noted the progress that continues to be made in meetings at the level of the Deputies, and in discussions with the Commission, on a number of questions such as Capital Movements, Fiscal Harmonization, the modalities of British participation in the European Investment Bank, the method of agricultural transition, and the question of tariff quotas on certain commodities of importance to British industry. We noted also that exploratory contacts on the Community's common fisheries policy, which are without prejudice to our position generally on this issue, would continue between the Commission and the British Delegation.

'I reiterated to the meeting the importance of the problems of New Zealand and of sugar from the developing Commonwealth. On the latter I recalled the extent of the dependence of these countries on sugar; the impossibility of their being able to diversify their production in the foreseeable future; the fact that this is not only an economic but a human problem with alternative employment to that in the sugar industry difficult to find; the need for certainty about future markets in order to assure the necessary financial credits; and the need to ensure the economic and political stability of the countries concerned.

'On New Zealand I stressed that, as with sugar, we were not seeking special economic benefits for the United Kingdom but provisions for reasonable access by New Zealand for dairy products to the enlarged Community as a whole. Nor were we seeking permanent arrangements for New Zealand's dairy produce, but continuing arrangements subject to review. I emphasized the efficiency of the New Zealand industry, the extent of her dependence on those exports, and the difficulty in the way of diversification either of products or of markets.

'I felt certain that on both these questions an acceptable and equitable solution was essential, not least in the interest of the enlarged Community's relationships with the outside world.

'M. Schumann, speaking on behalf of the Community, said that it was accepted in principle that special arrangements needed to be made to deal with each of these problems.

'I noted that the Community had proposed for agricultural transition a period of somewhat over four years proceeding in five steps. I recalled that we had said we needed a full five years for this process. We shall have to revert to this question.

'I reminded the Community that we were still waiting for their proposals on the question of our contribution to the Community's budget.

'I suggested that it was entirely reasonable and possible that we should reach agreement on the main issues at or shortly after the next Ministerial meeting. It was agreed that the Ministerial meeting already scheduled for May 11 should be extended to include also the afternoon of May 12; and that a further Ministerial meeting might be arranged for later in May. Meetings of Deputies will in the meantime take place regularly to prepare the ground for these Ministerial meetings.

'It was certainly disappointing that, in the absence of any proposals from the Community it was not possible to make progress at Tuesday's meeting. But I think the agreement that Ministers should meet for a longer period in May reflects the feeling of the Conference that real progress should be possible in that month, not only on the sort of issues I mentioned at the outset of this statement but on the major decisions which are crucial to the success of the negotiations.

'The House will know that earlier this month I visited Ottawa and Washington for discussions with the Canadian and United States Governments, both of which have a close interest in our negotiations for entry into the Community.

'On March 5 I met Canadian Ministers, including the Secretary of State for External Affairs and the Minister of Industry and Trade and Commerce, and discussed with them the specific aspects of the negotiations which relate to Canada. In particular we discussed the problems of the Caribbean. I emphasized our belief that an enlarged Community would be in the interest of all members of the Commonwealth, and our desire to work for liberal trading policies towards their countries.

'We also discussed agricultural questions, linked with the introduction of the interim Levy scheme about which my right honourable Friend, the Minister of Agriculture, made a statement to the House yesterday.

'On March 8 I met members of the United States Administration, including the Secretary of State, the Secretary of Agriculture and the Secretary of Commerce; and, at the White House, Dr. Kissinger and Mr. Peterson. In Washington my talks covered much the same ground as in Ottawa.

'I emphasized the need for satisfactory arrangements for the Commonwealth Caribbean countries in the event of our entry into the Community. I said that it seemed to me that association of these countries with an enlarged Community would be the best means of securing their interests, but that they should not, as I told the House on February 22, be obliged to choose in any way between Europe and the United States. The Americans are of course concerned about their trade with these countries, and I hope I succeeded in allaying some of their anxieties.

'As in Ottawa, I discussed with the United States' Administration the Government's interim levy scheme. For the longer term we also discussed the possible commercial effects on the United States, especially in the agricultural field, of the enlargement of the Community.

'In Canada and the United States I found that both Governments re-affirmed their traditional support for our efforts to join the Community.'

Discussion following Mr. Rippon's statement is given in *Hansard*, March 18, columns 1662 to 1666.

The latest Watney outlet to open its doors in Paris is the 'Ten Gallon' which was officially opened recently by Mr. James Rooke, CMG, OBE (Minister (Economic), British Embassy). The tudor-style 'Ten-Gallon' is located underneath the famous Olympia Music Hall on the Boulevard des Capucines and is the brainchild of Monsieur Bruno Coquatrix, the well-known impresario and proprietor of the Olympia. Picture shows Monsieur Coquatrix (left) admiring the first pint, drawn by French film star, Michèle Mercier.

Official appointments

THE SECRETARY of State for Trade and Industry has authorized the following appointments:

Mr. D. G. Badham to be chairman of the Wales Gas Consultative Council from May 12, 1971 in succession to Sir Cennydd Traherne, who has served as chairman since 1958. By virtue of this appointment, Mr. Badham will also become a part-time member of the Wales Gas Board.

Mr. Leslie Grainger to be re-appointed as a member of the National Coal Board with effect from June 1, 1971.

Mr. W. Hyde to be a part-time member of the North Thames Gas Board.

Mr. J. B. Woodeson and Mr. E. D. Sleeman to be part-time members of the Northern Gas Board and North Eastern Gas Board respectively.

Open general licence for iron and steel scrap

IT HAS BEEN decided to remove export controls on compressed baled material other than new steel because of the slackening in demand for this material. An Open General Licence permitting the export of compressed baled material in addition to turnings and borings which were removed from control on March 8, 1971, will come into operation on March 29, 1971.

The text of the Open General Licence is as follows:

EXPORT LICENCE – IRON AND STEEL SCRAP

Open General Licence dated March 22, 1971, granted by the Secretary of State

THE SECRETARY OF STATE in pursuance, of Article 5 of the Export of Goods (Control) Order (a) 1970, hereby grants an Open General Export Licence authorizing the exportation, other than to a destination in Southern Rhodesia, of the following goods, namely:

Scrap and old metal being material wholly or mainly by weight of iron, steel or alloys containing 50 per cent or more by weight of iron and having a value as required by the Commissioners of Customs and Excise to be declared, not exceeding £30 per ton in the following forms:

(a) compressed baled material, other than compressed unused sheet and sheet cuttings,

(b) turnings and borings.

The Open General Licence relating to iron and steel scrap and dated March 1, 1971, granted by the Department of Trade and Industry, is hereby revoked. This Instrument shall come into operation on March 29, 1971.

N. E. ROBINS,
An Assistant Secretary,
March 22, 1971. Department of Trade and Industry

(a) S/1970/1288.

Inquiries should be addressed to the Department of Trade and Industry, Export Licensing Branch, 54 Broadway, London, S.W.1, from whom copies of the Open General Licence may be obtained free of charge. This and any future Open General Export Licences will not be published by HMSO.

Import quotas for butter 1971/72

MR. MICHAEL NOBLE, Minister for Trade, announced in reply to a Parliamentary Question on March 17 that the import quotas for butter for 1971/72 will total 420,000 tons. This is the amount estimated as required to keep stocks of butter in the United Kingdom at a satisfactory level over the year as a whole taking into account the expected level of home production and consumption of butter during the year. 410,000 tons of this amount is being allocated in the usual way to supplying countries.

Since the supply situation is likely to be tight in the immediate future, it has been decided to license the remaining 10,000 tons at once for delivery by near-by suppliers with butter immediately available (see below). Specific licences to cover these 10,000 tons are being issued separately.

Individual countries' allocations for the year are shown in the following table:

	Tons		Tons
Argentina	1,500	Kenya	500
Australia	66,780	Netherlands	12,200
Austria	1,670	New Zealand	173,000
Belgium	250	Norway	1,000
Bulgaria	810	Poland	12,060
Denmark	83,000	Romania	2,820
Finland	11,300	South Africa	1,500
France	3,960	Sweden	3,000
Hungary	1,520	Uruguay	160
Irish Republic	33,000	People's Republic of China (This is a bilateral quota which has existed at the same level since 1959)	£100,000

The 10,000 tons are being licensed immediately on the basis of availability, as follows:

	Tons		Tons
Federal Republic of Germany	3,000	Finland	1,000
France	3,000	Irish Republic	2,000
		Netherlands	1,000

Imports of near butter and substances containing butterfat will be subject to a global quota of 12,500 tons for the quota period; and the ghee quota for the same period will be 1,000 tons.

Notices to Importers giving details of the licensing arrangements for the quotas will be issued shortly.

Background notes:

The present system for controlling imports of butter by annual quota was introduced in April 1962 following applications by New Zealand and Denmark for the imposition of anti-dumping duties on imports from other countries, and has been continued every year since then.

The arrangements announced in March 1970 for the current year 1970/71 fixed basic import quotas at 425,000 tons. 1970/71 has been a fairly tight year for butter supplies, owing to poor phasing of supplies and shortfalls. It was found necessary in November to authorize the import of an additional 5,000 tons from near-by suppliers in order to ease the supply situation until the main Australian and New Zealand supplies arrived. In January 1971 Ministers decided to allocate a further 12,000 tons for delivery before the end of March from those suppliers who had extra butter available. The coming year is expected to start with a stock level of about 90,000 tons.

After a period of some years in which the price has remained unchanged, the firsthand price of New Zealand butter increased by £50 a ton during the 1970/71 quota year. Prices of butter from other principal suppliers and from home sources have increased by a similar amount.

According to the National Food Survey the average price paid by housewives for butter in the last three calender years has been:

1968 . . . . 17p per lb.
1969 . . . . 17p per lb.
1970 . . . . 17½p per lb.

The global quota for near butter and substances containing butterfat for 1970/71 was set initially at 9,000 tons. In November 1970 the quotas were increased to 11,500 tons.

On July 30, 1970 a global quota for ghee was introduced to safeguard the objectives of the butter quota scheme. The initial allocation for the period July 31, 1970/March 31, 1971 was 350 tons. In September 1970 the quotas were increased to 700 tons.

Consultations about the quota arrangements have been held with the Governments of New Zealand, Australia, Denmark and the Irish Republic.

Application for increases in the import duties on certain plastics

THE DEPARTMENT OF TRADE and Industry are considering an application for increases in the import duties on the following materials:

Tariff Sub-heading	Material	Full Rate of Duty Proposed
39.01 (D) (1)	Alkyd resin solutions	16%
ex 39.01 (D) (2)	Alkyds	
ex 39.02 (B) (2) (b)	Polymethacrylic derivatives	
	Polystyrene (including copolymers other than acrylonitrile-butadiene-styrene)	
	Polyethylene (including copolymers)	
	Polypropylene (including copolymers)	
	Polyvinyl chloride (including copolymers)	
	Polytetrafluoroethylene	14·4%

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for this statement, together with an undertaking in these terms, should be addressed to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London S.W.1, not later than Friday, April 16, 1971.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Department of Trade and Industry at the above address. Such representations, in summarized form and without attribution to source, may be passed to the applicants for comments. Those making representations should stipulate any particular points which they do not wish to be disclosed.

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Applications for temporary exemption from import duty

THE DEPARTMENT of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 7.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01	2-(Propenyl)-*p*-cymene	Verdoracine TO3364	December 31, 1971	13569
29.08	Dipentaerythritol	As in previous column	December 31, 1971	13574
29.11	4-(Tricyclo [5, 2, 1, ^{2,6}] dec-8-ylidene butyraldehyde	Dupical TO5481	December 31, 1971	13570
29.35	2 - n - Butyldihydro - 4, 6-dimethylpyran, mixed isomers	Gyrane	December 31, 1971	13568
	11 - Oxa - 1, 16 - hexadecan olactone	Musk R 1 T-02437	December 31, 1971	13567
39.01	Scrap photographic (including cinematographic) and X-ray film	Scrap exposed X-ray film	December 31, 1971	10573
39.03	Scrap photographic (including cinematographic) and X-ray film	Scrap exposed X-ray film	December 31, 1971	10573
73.25	Stranded cord of brass-plated steel wire	Steel wire cord	December 31, 1971	11647

Note amendment of definition:

Interested parties will wish to know that the temporary exemption definition of Poly (vinyl butyral) sheet, of a thickness not greater than 0.8 milimetre and of a width not less than 35 centimetres has been amended to Poiy (vinyl butyral) sheet, of a thickness not greater than 1.2 millimetres and of a width not less than 35 centremetres.

Additional items: Temporary exemption from import duty

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.31	*N*-Cyclohexanesulphenylphthalimide	*N*-(Cyclohexylthio) phthalimide	December 31, 1971	13576
32.07	Pigments, yellow or brown containing (a) as the sole colouring agent hydrated iron oxides which, when estimated as Fe_2O_3, are not less than 37% by weight, and (b) aluminium compounds which, when estimated as Al_2O_3, are not less than 26% by weight	Gold Powder EYL 8753	December 31, 1971	13539

United Kingdom imports of cheddar cheese

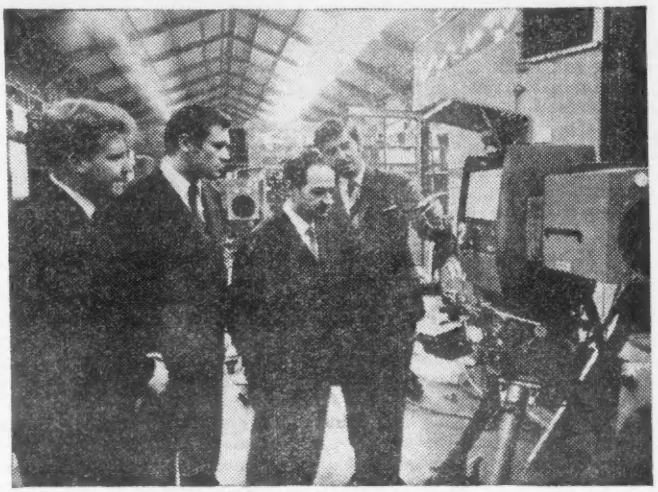
IN REPLY to a Question in the House of Commons on March 17, asking whether he had concluded negotiations with overseas suppliers on the import arrangements for cheddar and cheddar-type cheese in 1971/72, and if he would make a statement, Mr. James Prior, Minister of Agriculture, Fisheries and Food, said:

'Our main suppliers of cheddar and cheddar-type cheese have agreed to continue to limit their supplies to our market for the year beginning April 1, 1971. In addition, the voluntary restraint arrangement has been strengthened for 1971/72 by the inclusion of the European Economic Community as a whole. Hitherto only two member states have taken part in the arrangement. The agreed quantities for 1971/72 are:

	'000 Tons
New Zealand	75
Irish Republic	20
European Economic Community	13·8
Australia	12·5
Canada	11*
Denmark	1·5
Norway	1·3
South Africa	0·65

* Expected offtake. The Canadian Government will continue to operate restraint by limitation of sales by Canadian producers to United Kingdom buyers on the same basis and at the ame level as under the arrangement agreed for 1970-71.

'I expect this agreement to result in an adequate supply of cheese for consumers in 1971/72 and good opportunities for United Kingdom cheese producers.'



Pye of Cambridge Group companies recently entertained two Russian trade representatives: Dr. E. A. Iakazyan, technical adviser to the USSR trade delegation which is based in London and Mr. Arthur Zolotarev, representing Mashpriboringtorg – the state buying organization. The trip was arranged by Mr. Maurice Badley, area sales manager for Pye TVT. Picture shows (from left) Mr. Badley, Dr. Iakazyan, Mr. Zolotarev, and Mr. Willis, Pye TVT marketing department, looking at a television camera in front of one of the many outside broadcast vehicles made by Pye TVT for use all over the world.

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

'A deep-seated review of BSC's financial and development position'

THE FOLLOWING are extracts from the speech by the Secretary of State for Trade and Industry, Mr. John Davies, in the adjournment debate on the steel industry in the Commons on March 18:

'I have arranged for a very deep-seated review of the whole of the Corporation's financial and development position, in co-operation with the Corporation, which will, in particular, examine immediately the Corporation's short term financial position and investment programme for the coming year, and will subsequently assess the longer term options for the Corporation in both development and financial terms.

'I intend that this review should be very thorough and that realistic decisions on development, finance and financial objectives should flow from it. I stress that this in no sense impinges on the Corporation's management's own financial responsibility, but in the sense that I act in some ways as both banker and shareholder it is only right that the Government should take a deep and profound interest in these factors which so enormously affect the financial outlook.

'In the meantime we must ensure that options which are still open remain open until the way is clear to reach decisions upon them. This in no way affects existing development, which accounts for the vast bulk of the current investment programme. For instance, it does not affect the Lackenby basic oxygen steel plant which I had the pleasure of seeing the other day, nor the vast Anchor scheme at Scunthorpe.

'However, it does mean that starts on new projects on which the option is still open will have to be deferred at least until the immediate financial situation is re-assessed. The only scheme so far which comes into this category is the Llanwern C development, which as at present proposed would increase iron-and-steel-making there to about 3½ million tons a year. I understand that this was accepted by the previous Government provisionally last year, but since then the cost has increased by about 40 per cent to almost £60 million. I am urgently examining this with the Corporation so that a decision can be reached as quickly as possible within the review.

'On its side the Corporation has put to me for urgent consideration a proposal to increase prices by 14 per cent overall – that is, covering all products. Of course, the effect on individual products will vary, and this is not a rate of increase which can be applied to the lot.

'This proposal, which I have had since the latter part of last month and upon which I have some further elucidation in the first part of this, is the subject also of great study with the Corporation. Its impact upon steel users throughout the country, and thereby upon a wide variety of products both for export and for home consumption, needs no stressing. It is perhaps significant for me to say that the effect of such an increase in terms of money over a whole year would be about £165 million, so that the impact of such an increase upon costs of production in British industry can hardly be over-rated.

'As to manpower and closures, I do not in any way underestimate the acute human problems which particular closures cause in localities affected, but industrial change has been recognised as unavoidable by both sides of the House; and a healthy and viable steel industry cannot be achieved without reorganizations and considerable rationalization.

'The aim must be to carry this through with the minimum of hardship and the greatest humanity in terms of the inevitable trouble that it causes. I am convinced that the Corporation is doing all it can to achieve these purposes. For instance, it ensures that a full six-months' notice is given of a closure; and of this, three months is definitely allocated to consultation before a final decision. In the case of big closures the Corporation allows and seeks to have a still longer period of advice.

'The Corporation effectively controls recruitment in relation to natural wastage. Redundancy payments are generous and are above the statutory requirements by 25 per cent. There is a keen determined effort to redeploy within the Corporation people rendered redundant by closures.

'Perhaps the House will be interested to know that of the 8,600 men who have been rendered redundant already during the period of the Corporation 38 per cent., or 3,300, have been reabsorbed. The Corporation takes quite considerable steps to attract additional employment where a closure is inevitable.

'It is interesting to note that the total employment of the Corporation today is almost exactly what it was on vesting day. The Corporation still employs about 257,000 people, as it then did. Although the United Kingdom output last year was somewhat higher than it was in 1967, it is true to say that it was just about the same as it was in 1965. These crude statistics of steel output are always somewhat misleading in terms of effective values in employment.

'As a result of this comparison of the total manpower now with the total manpower then, it must be said that the overall productivity has not significantly improved and we remain still lagging behind many other countries in output per man year. For example, we have been employing about twice as many men product by product as compared with the United States for a given point of output.

'The Corporation has made it clear that a serious decline in steel orders over the past few weeks, coupled with a substantial increase in raw materials and production costs, has led to its announcement last week of the speeding up of its rationalization plans and the proposed closure of a number of loss-making plants. This is the Corporation's decision, and it must be accepted.'

More classes of nuclear installation to be licensed

THE SECRETARY OF STATE for Trade and Industry and the Secretary of State for Scotland laid new Regulations before Parliament on March 17 to extend the list of classes of nuclear installation which require a nuclear site licence for construction and operation.

The Regulations, made under the 1965 Nuclear Installations Act, are necessary because of the transfer of nuclear fuel processing plant and isotope production plant from the United Kingdom Atomic Energy Authority (UKAEA) to the commercial ownership and management of British Nuclear Fuels Ltd. (BNFL) and The Radiochemical Company Ltd. (TRC) which will take effect under the provisions of the Atomic Energy Authority Act, which received Royal Assent on March 16.

The major plants concerned are on the UKAEA sites at Capenhurst, Amersham, Chapel Cross, Springfields, and Windscale. The UKAEA, though subject to the 1965 Act, did not need a licence to operate the installations in these plants and so some of the installations were not included in similar Regulations made in 1965 and now replaced by the new Regulations. Now that they are to be operated by commercial concerns, these installations must continue to be subject to the 1965 Act because of their scale and the potential hazards and the companies will need licences.

The new Regulations bring all the BNFL and TRC installations within the licensing system of the 1965 Act. They also bring the descriptions of all the processes requiring a licence up to date to take in processes not foreseen in 1965 and now seen to be likely to come into use.

They are to come into effect early enough for the new companies to obtain the licences they need to operate the plants before these are transferred to them. The Secretary of State will, as part of the licences, impose the conditions he considers necessary to maintain safety and the Inspectorate of Nuclear Installations will inspect the installations, in the same way as those on all other commercially operated licensed sites, to ensure compliance with licence conditions.

Review of fibre reinforced plastics

A CRITICAL REVIEW of glass-fibre reinforced plastics (A review of the Science of Fibre Reinforced Plastics, by N. G. McCrum, is available from HMSO (price £1.90) was published on March 17 by the Joint Services Non-Metallic Research Board, an advisory body to the Department of Trade and Industry and the Ministry of Defence.

The book contains established information on many aspects of glass-fibre reinforced plastics. Asbestos and other fibres are included for comparison. It reviews the properties of the fibres, the resins used with them, the resin-fibre interface and surface treatment, and the properties of the reinforced plastics under different mechanical and ambient conditions.

Its author, Dr. N. G. McCrum, undertook the review with terms of reference to exclude carbon fibre and boron fibre. Recent development of these materials has drawn attention to the high struc-

tural efficiency that can be obtained with the correct use of fibre reinforced plastics.

The book's 139 pages include 71 figures, 15 tables and 344 references.

Open days at two DTI research establishments

OPEN DAYS will be held this year at two research establishments of the Department of Trade and Industry – the National Physical Laboratory at Teddington, Middlesex, and the Laboratory of the Government Chemist in London.

The NPL Open Days will be on May 11, 12 and 13, when the theme will be 'measurment science'. The laboratory will be open to invited scientists and technologists who have a specialized interest in this field.

The work on display will show the broad range of the Measurement Group's research and standards programme, with special emphasis on collaboration with industry, other government bodies, the universities and many sections of the public.

The Open Days of the Laboratory of the Government Chemist will be on October 20 and 21. The displays will largely be concerned with environmental aspects of the laboratory's services to other Government departments, the aim being to widen contacts with their customer departments and other analytical interests.

The work of the divisions concerned with food, pesticides and toxic substances, water and radiochemistry, and Armed Services' food supplies, will be prominent. There will also be contributions from the Customs, general chemical and research divisions.

Public awareness of metrication

THE METRICATION BOARD have issued the results of the fourth survey of public awareness of the change to metric weights and measures, conducted for the Metrication Board between January 26 and 31.

The present overall awareness of metrication is 62 per cent. In all regions more than half of those interviewed are aware of the change. In July 1969 when the first survey was taken there was confusion between metrication and the change to decimal currency. This is no longer true.

These surveys are conducted for the Metrication Board at approximately six monthly intervals by NOP Market Research Ltd., to test public awareness of the change to metric units which is now taking place and to appraise the Board of the changing state of this knowledge. There has been a steady increase in knowledge of the main metric units. Generally the survey revealed that men are more knowledgeable than women of metric units except for the kilogramme which is known to equal numbers.

The number of people expecting difficulty at work as a result of metrication has fallen steadily since the first survey. The overall percentage of those expecting such difficulty was: first survey 45 per cent, second survey 40 per cent, third survey 35 per cent and now 28 per cent.

BNEC Consumer and Consumer Durables Promotion Group

SIR PETER ALLEN, chairman of the British National Export Council, announced on March 15 that a new BNEC Committee, to be called the BNEC Consumer and Consumer Durables Promotion Group, will be formed on April 1. Its function will be to liaise with all the principal trades within the consumer and consumer durable fields, servicing their collective needs with regard to export promotion, and acting through the Area Committees of BNEC to maximize the opportunities indentified by them.

The members will all be leaders in their industries, and mostly honorary office holders of trade associations who will thus become closely linked with the operations of BNEC. Instead of the separate product groups which in the past have been set up to launch individual major promotions, e.g. British Weeks in Tokyo and San Francisco, this new Group will be available to carry out this function in liaison with the Area Committee/Council concerned.

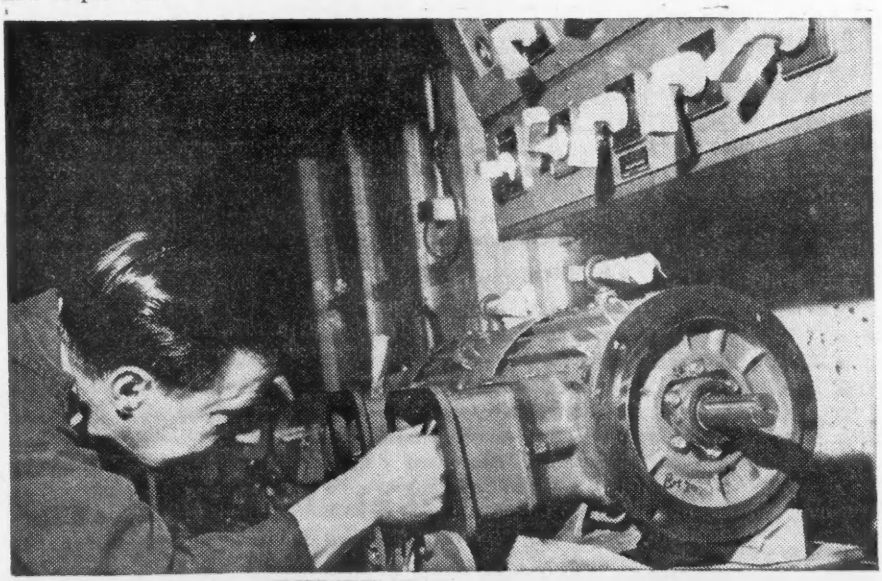
The Group will be chaired by Mr. Michael Montague, chairman of the Valor Company Ltd., who will continue as a member of the main Council.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	January 22, 1971	
1,083,466	Ishikawajuna-Harima Jukogyo Kabushiki Kaisha	Method of manufacturing steel with improved mechanical properties
1,083,579	Lang Gepgyar	Vacuum-pan for concentrating and crystallizing sugarfillmass
1,197,913	Societe d'Optique, Precision, Electronique et Mecanique	An aiming or sighting device
1,188,834	Societe des Forges et Ateliers du Creusot	A process and apparatus for continuous manufacture of corrugated cardboard
1,199,228	Societe des Forges et Ateliers du Creusot	Device for compensating automatically for variations in the tension on and length of cables in appliances for transferring loads between two relatively movable objects by cables
	February 12, 1971	
943,172	General Aniline & Film Corporation	Terpolymers
1,049,901	Tekkosha Co. Ltd.	Process for the recovery of lower carboxylic acids from the product of the liquid phase oxidation of paraffinic hydrocarbons
1,159,790	Carrozzeria Pininfarina S.p.A.	Improved motor car body

(Continued on next page)



NEW FILM FROM METRICATION BOARD

An electric motor undergoing test at Brook Motors before delivery. Eighty-five per cent of Brook Motors' output to the United Kingdom and Europe is now in metric dimensions; and this is one of the firms whose metric performance is cited in the Metrication Board's latest film to demonstrate that right across industry firms are going metric. In the film 'Industry Goes Metric', designers and managers tell how metrication has affected their work, and discuss their experience in training and equipment modification. Lord Ritchie-Calder, chairman of the Metrication Board, outlines the Board's functions and discusses the reasons for going metric with Robert Fielden, director general of BSI, and Eric Felgate, of CBI. The 30-minute 16 mm colour film, primarily intended to help management in the metric changeover, but of interest to technicians, engineers and training officers, may be hired or purchased from Central Film Library from early April.

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PATENTS ENDORSED LICENCES OF RIGHT, *continued*

Number	Grantee	Subject-Matter
	February 23, 1971	
1,034,515	Standard Telephones & Cables Ltd.	Method and circuit arrangement to reduce distortions, caused by intelligence, in transmission of pulse code modulated signals.
1,104,279	International Standards Electric Corporation	Pulse generator for time division multiplex system.
1,110,094	International Standard Electric Corporation	Fully electronic overload protection device with provision for limiting the make transient current.
1,102,370	Societa Italiana Resine S.p.A.	Method of spraying ethylenediamine.
1,164,022	Societa Italiana Resine S.p.A.	Method of chlorinating paraffins in a liquid phase.
1,164,372	Societa Italiana Resine S.p.A.	Method of separating aromatic hydrocarbons from mixtures containing them.
	February 26, 1971	
1,089,302	Amazonen-Werke H. Dreyer	Improved centrifugal scatterer for fertilizers
1,089,303	Amazonen-Werke H. Dreyer	Improved centrifugal scatterer for fertilizers
1,091,134	Instituto Chemioterapico Italiano S.p.A.	Pharmaceutical and veterinary compositions comprising a sorbitol: acetal
	March 3, 1971	
1,151,538	Reanal Finomvegyszergyar	Dectector tube for indicating the alcohol content of exhaled air
1,177,616	Chion Gyogyszer es Vegyeszeti Termekek Gyara R.T.	Cyclohexene derivatives and process for the preparation thereof
1,193,391	Centro Sperimentale Metallurgico S.p.A.	A process for the production of low sulphur and phosphorus steel from cast iron by using a synthetic slag suitable for the process
1,198,395	Centro Sperimentale Metallurgico S.p.A.	Determination of hydrogen in steel
	March 5, 1971	
1,049,081	Standard Telephones & Cables Ltd.	Electromagnetic relay with reed contacts
1,091,732	Standard Telephones & Cables Ltd.	Means for mounting socket edge-connectors for printed circuits boards
1,112,833	Standard Telephones & Cables Ltd.	The mounting of barrier layer rectifier cells
1,115,884	Standard Telephones & Cables Ltd.	Methods for depositing on a substrate coherent solid layers
1,153,824	Standard Telephones & Cables Ltd.	An electromechanical filter arrangement
1,159,073	Standard Telephones & Cables Ltd.	P.C.M. decoders
1,162,758	Standard Telephones & Cables Ltd.	Improvements relating to P.C.M. encoders

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patents Office.

Unigate to set up plant in Northern Ireland

THE NORTHERN IRELAND Ministry of Commerce announce that Lisnaskea, County Fermanagh, is to be the location for Europe's most modern cheese-producing plant which will have an initial annual production capacity of about 2,000 tons of cheese for the United Kingdom market. It is being set up by the Fermanagh Creameries Ltd., a new wholly-owned subsidiary of Unigate, said to be the United Kingdom's largest dairy company and number two in Europe.

Production is scheduled for the early part of 1972 and it is planned that within five years the new 40,000 sq. ft. plant will provide over 100 jobs, about 70 of them for men. Unigate, which has 50 subsidiaries in Great Britain alone, employs some 35,000 people.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Aviation and Shipping

Ministers visiting three possible sites for London's third airport

MR. MICHAEL NOBLE, Minister for Trade, and Mr. Michael Heseltine, Parliamentary Under Secretary of State, Department of the Environment, will be visiting three possible sites for London's third airport this week.

On Tuesday (March 23) the Ministers were due to visit the Foulness area, and on Thursday (March 25) the Ministers will visit Thurleigh in the morning and Cublington in the afternoon.

They hope to meet local representatives at each of the three sites, but the main purpose of the tours is to enable the Ministers to see as much as possible of the localities before the Government takes any decision on the third London airport.

Civil Aviation Bill

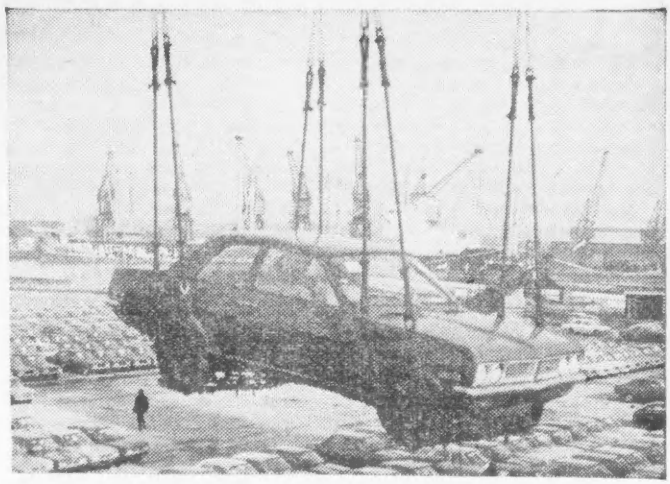
THE CIVIL Aviation Bill was published on March 17. Its purpose is to establish two new public bodies – a Civil Aviation Authority whose task will be to regulate the British civil aviation industry as a whole and a British Airways Board charged with the overall management of the public sector airlines.

The Authority will take over functions now exercised by the Air Transport Licensing Board and the Air Registration Board together with a range of civil aviation functions at present performed by the Secretary of State. It will undertake the licensing of air transport services and will regulate the safety of civil aviation operations and the airworthiness of the aircraft employed. It will also operate some aerodromes and, jointly with the Secretary of State for Defence, will run the National Air Traffic Control Service. The Authority will be guided in the exercise of its functions by the objectives set out in the Bill together with such other guidance as the Secretary of State may give it with the approval of Parliament.

The British Airways Board will exercise control over BOAC and BEA and their subsidiaries as a group so as to develop the group's services and use its resources to the best advantage. The group will be subject to economic and safety regulation by the Authority in the same way as any other airline group. The Bill provides for the dissolution of the Air Corporations in certain circumstances but only with the prior approval of Parliament.

Mr. Noble in consultations on Dunsfold and Woodley-Midhurst aircraft routes

MR. MICHAEL NOBLE, Minister for Trade, on March 16 met Members of Parliament representing constituencies affected by the experimental reallocation of air traffic leaving Heathrow along the Dunsfold and Woodley-Midhurst routes.



The Norwegian motor vessel 'Ranella' arrived at Newport recently to begin loading the third large export car shipment the port has dealt with over a period of 10 days. The consignment, over 1,000 Standard Triumph, Chrysler and British Leyland models destined for the United States market, will bring the total number of export cars shipped to North America from Newport to over 2,500 in less than two weeks.

The meeting is the first stage in the review of the experiment which was introduced for the 1970 summer season.

The trial is being reviewed in the light of operational experience and its affects on environmental amenity. It was introduced for two reasons. Operationally there was a need to make better use of the airway system to accommodate increased traffic in the airspace surrounding Heathrow. Second, from the point of view of amenity, that the new arrangements would reduce overall disturbance.

(*Continued on next page*)

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

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DUNSFOLD AND WOODLEY – MIDHURST AIR ROUTES, *continued*

The experiment gives relief to communities under the Dunsford route by transferring about two-thirds of the departures previously using it to the new Woodley-Midhurst route. Aircraft are higher and spread over a wider area covering Camberley, Aldershot, Farnham and Haslemere on the Woodley-Midhurst route whereas traffic on the Dunsfold route is lower and concentrated over densely populated urban areas such as Woking and Guildford.

In the second stage of the review Mr. Noble will consult the County Councils which are affected and through them to take the views also of other local authorities.

Order on West Africa route transfers

THE SECRETARY of State for Trade and Industry made an order on March 17 under Section 3(5) of the Air Corporations Act 1967, prohibiting BOAC from operating scheduled services between the United Kingdom, Kano, Lagos and Accra after March 31, 1971 (except for the northbound flight scheduled to take place on April 1, 1971). An exemption has been issued under Section 1(3) of the Civil Aviation (Licensing) Act, 1960, authorizing Caledonian/British United Airways Ltd. to operate scheduled services between London (Gatwick), Tunis, Kano, Lagos and Accra beginning on April 1, 1971. The Civil Aviation (Declaratory Provisions) Act, 1971, confirmed that these powers could be used for purposes such as these.

The exemption is for the period of six months expiring on September 30, 1971. During this period Caledonian/British United Airways' application for a licence in respect of the West African route will be considered by the Air Transport Licensing Board and the exemption will be revoked if a licence is granted before the six months have expired.

The route to be served by Caledonian/British United Airways will not be identical with BOAC's. Caledonian/BUA will not be able to serve Rome, but will be able to serve Tunis on the way to and from West Africa. Caledonian/BUA are already licensed to serve Tunis.

An announcement will be made about the remainder of the routes to be transferred to Caledonian/British United Airways, in accordance with the statement of August 3, 1970, as soon as the final decisions have been taken.

Public inquiry into stranding of 'Esso Cambria'

THE DEPARTMENT of Trade and Industry have ordered a public formal investigation under Section 466 of the Merchant Shipping Act, 1894 into the stranding on August 30, 1970 off Jazirat Tunb Island, Persian Gulf, of the s.s. 'Esso Cambria'.

The date and place of hearing will be announced later.

Three new NATCS films

THREE NEW FILMS about the work of the National Air Traffic Control Services, which handle over six million aircraft movements a year over Britain, were released on March 18 by the Department of Trade and Industry.

Made for the Department by the Central Office of Information in collaboration with Verity Films Ltd. the films are primarily designed for showing to flying clubs, technical and learned bodies and other aviation groups, but they would also be of interest to young people considering a career in air traffic control and to anyone with an interest in air travel.

The films are all in colour and show many aspects of the work of the 1,500 civil and military controllers who operate the control services and the 3,000 telecommunications staff who maintain a network of radars, navigation aids and communications.

The films, the first of a series are:

'The Need for Control' (running time 14 minutes) demonstrates the need for air traffic control and shows how different types of aircraft require differing forms of control. It goes on to show how the exercise of control relates to specific local areas and air routes.

'Control in Action' (running time 15 minutes) shows how the air traffic control system operates in practice and explains how this control is exercised in Lower, Middle and Upper Airspace.

'Communications in Control' (running time 20 minutes) demonstrates generally – rather than specifically – the vital part played by 'communications' within the National Air Traffic Control System both nationally and internationally. It demonstrates the ever increasing speed/time/distance problems in modern ATC communications and how they are being solved.

Copies of all three films (16 mm) are available on hire from the Central Film Library, Government Building, Bromyard Avenue, Acton, London, W3 7JB, or from its affiliated libraries in Scotland and Wales.

Suez—Mediterranean oil pipeline

THE FOREIGN AND COMMONWEALTH Office issued the following statement on March 18:

'Ministers have agreed, subject to certain conditions, to support British participation in the construction of a Suez-Mediterranean pipeline'.

Yacht Master certificates

CHANGES IN THE requirements for those taking the Yacht Masters examination of the Department of Trade and Industry this year were announced on March 15.

The main changes are:

a. the nationality restriction has been lifted and both examinations are now open to all yachtsmen and yachtswomen;

b. the sight test requirements have been amended in the light of the recommendations of the Naisby Committee on Sight Tests. Candidates may now elect to wear spectacles or contact lenses for the letter or lantern test or both, if they so wish,

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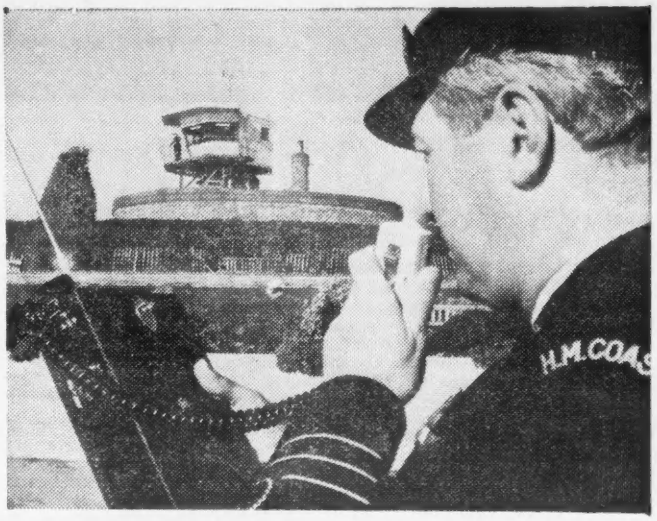
providing a certain minimum standard of unaided vision is attained. Such candidates would be expected to wear their spectacles or contact lenses when at sea and have a spare pair available on board. Full details of the revised sight test requirements are contained in Merchant Shipping Notices No. M543 and No. M583;

c. the overall percentage pass-mark for both the Yacht-Master (Ocean) and (Coastal) examination has also been reduced to 60 per cent. Similarly, the percentage pass-mark for the Chartwork and Pilotage paper (paper II) of the Yacht-Master (Coastal) examination has also been reduced to 60 per cent. The pass-mark for the Yacht-Master (Ocean) Chartwork and Pilotage Paper (paper III) remains at 70 per cent.

A revised Merchant Shipping Notice (No. M596) giving details of the Yacht-Master examinations may be obtained free of charge from Mercantile Marine Offices or from the Department of Trade and Industry Marine Library, Sunley House, 90/93 High Holborn, London, WC1V 6LP.

Background notes

Following the introduction in 1968 of new syllabuses for the examinations for Certificates of Competency as Yacht-Master (Ocean) and Yacht-Master (Coastal), special interim arrangements were made to enable candidates studying under the old syllabus to sit examinations set according to that syllabus and to allow holders of the old Yacht-Master (Coastal) Certificates to sit a 'bridging' examination to qualify for the new Certificate of Competency as Yacht-Master (Ocean). These interim arrangements have now ceased.



District Officer Ken Curtis testing VHF radio (foreground). Seen in the background is the new Coastguard lookout, built on top of a Martello Tower on the seafront at Clacton-on-Sea.

Life-saving awards for Scottish coastguards

ROYAL HUMANE SOCIETY awards have been made to Coastguards for life-saving activities.

Two auxiliary coastguards at St. Abbs Head, Berwickshire, Mr. W. D. Wilson and Mr. P. H. H. Nisbet, receive the Society's Bronze Medal and Certificate. On August 12, 1970, the coastguards were called out to search for an Army Cadet who had fallen over the cliffs at Lumsdaine. His body was recovered but it was then found that a Police Cadet who had taken part in the search was missing. He was seen climbing to the cliff face. Wilson was lowered from the top and Nisbet landed on the shore from a boat and climbed up the cliff to reach him. All three were then brought up to the top of the cliff.

Mr. Wilson has also been awarded the Royal Society for the Prevention of Cruelty to Animals Silver Medal for rescuing sheep which had fallen over the cliffs.

Mr. R. Whyte, an auxiliary coastguard of Lock Ewe has been awarded the Royal Humane Society's Testimonial on Parchment. He dived into the sea and rescued a sailor who was being washed away.

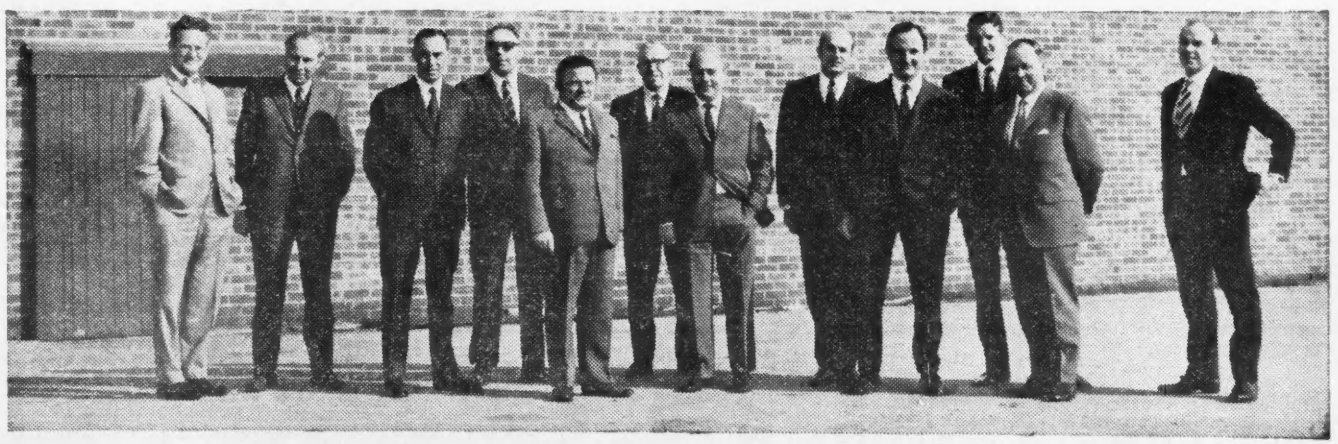
Examination of Masters and Mates

EXAMINATIONS FOR Certificates of Competency (Foreign-going) for Masters and Mates will be based on revised syllabuses as from January 1, 1972.

As previously stated in Merchant Shipping Notice M598, the examinations will be wholly metric using SI units or, where rigid adherence to SI units is impracticable, the appropriate metric technical unit.

However, until the end of December, 1971, the examinations for these Certificates will continue to be based on the existing syllabuses (which are contained in the Examinations for Certificates of Comtency in the Merchant Navy: Masters and Mates Regulations) and question papers will be set allowing candidates to use either Metric or Imperial units.

Copies of the syllabuses, together with specimen examination papers in a booklet entitled 'Examinations for Certificates of Competency: Syllabuses and Specimen Papers: Second Mate (Foreign-going): First Mate (Foreign-going): Master (Foreign-going)' are obtainable from HMSO (price 60p).



Directors of four of Europe's leading marine engineering equipment manufacturers met in Poole recently for the two-day annual meeting of the European Screw Pump Consortium – formed six years ago by the Pump and Compressor Division of Hamworthy Engineering Ltd., Allweiler AG of West Germany, Houttuin-Pompen of Holland and Pompes Guinard of France – the purpose of the consortium is to enable members to exchange technical knowledge on screw pumps and to achieve international standardization. Seen with the representatives here is Mr. R. G. Peach (extreme right), deputy managing director of Hamworthy Engineering.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, MARCH 12

Industrial development certificates

Asked how many industrial development certificates had been authorized for Scotland, and the county of Fife, respectively, since October 1, 1970, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said that from October 1, 1970, to January 31, 1971, 73 industrial development certificates were issued for Scotland including 3 for the employment exchange areas most nearly corresponding to the county of Fife.

World tariffs

Mr. Grant told a questioner who asked for information on existing tariffs between Great Britain, EEC countries, Commonwealth countries, and the rest of the world, that this information had already been published by the authorities of the countries concerned. Tables for the United Kingdom were to be found in HM Customs and Excise Tariff and Overseas Trade Classification.

Corrosion and Protection Report

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, was asked when he proposed to have discussions with the motor industry on the implementation of proposals in the Report of the Committee on Corrosion and Protection. He said: 'The recommendations of the Report apply to industry at large and we intend to await the reactions of industry and other interested parties.

New hotels in Northern Region

In reply to a question on the number of new hotels built, or in the course of construction, in the Northern Region arising from the operation of the Development of Tourism Act, Mr. Grant said: 'I ask the hon. Member to await the report of the English Tourist Board which administers the arrangements for financial assistance to hotels in England. The Board is required to report on its activities as soon as possible after the end of each financial year. The report is laid before Parliament.'

Hotels in development areas

When asked if he would make a statement on the facilities and financial assistance available under the Local Employment Act for the building or extension of hotels in special development districts, Mr. Grant said that hotels started from April 1 could be considered for financial assistance under the Local Employment Acts on the same basis as other service industry projects, i.e. the assistance would be available only for projects which would bring at least 50 new jobs into the development areas.

Dumping of imported cheap milk products

Mr. Grant, when asked what safeguards he would give to British farmers against the dumping of cheap milk products from foreign countries, said that the Department of Trade and Industry was always ready to consider promptly applications for the imposition of anti-dumping duties which were supported by *prima facie* evidence that the products concerned were being dumped within the meaning of the Customs Duties (Dumping and Subsidies) Act, 1969, and were causing or threatening material injury to the British producers of like goods. For this purpose, dumping normally meant sales for export at prices lower than those of comparable sales in the supplier's home market.

Advance factories

At the end of February 1971, 31 advance factories were awaiting initial occupation, Mr. Grant told a questioner. 'The periods they had been unoccupied varied greatly and I will, with permission, circulate details in the Official Report. We are making every effort to secure suitable occupants for these factories.'

Following is the information.

	Period Unoccupied Since completion (Months)
England:	
Aycliffe 2	30
†Cleator Moor 4	2
†Consett 3	—
†Crook 4	3
†Crook 5	5
†Houghton le Spring 4	14
‡Jarrow 3	4
†Maryport 3	4
†Stanley 3	14
‡Sunderland 4	6
‡Sunderland 5	6
†Workington 3	1
Barrow 2	7
Barrow 3	7
Huyton	6
Knowsley 3	18
Camborne 1	32
Camborne 2	—
Scotland:	
‡Cowlairs 1	18
Dumfries	28
Dundee 3	8
Elgin	13
†Girvan 2	1
†Leven 2	44
†Leven 3	11
†Shotts 3	8
Stranraer 3	9
Wales:	
Llanelli 1	20
Llanelli 2	7
Pontardulais 2	4
Waterton	—

†Factories in Special Development Areas in existence prior to February 18, 1971

‡Factories in new Special Development Areas announced on February 18, 1971

United Kingdom imports and exports

Mr. Grant was asked if he would give a table showing Great Britain's imports and exports for each of the last 10 years in respect of Commonwealth countries, EEC countries, EFTA countries, and the rest of the world, respectively. He gave the following information:

United Kingdom imports £ million

	Commonwealth	EEC	EFTA†	Rest of the World
1961	1,418	691	558	1,879
1962	1,430	724	555	1,919
1963	1,572	791	609	2,011
1964	1,744	941	748	2,263
1965	1,704	995	783	2,269
1966	1,628	1,104	841	2,376
1967	1,595	1,264	942	2,636
1968	1,870	1,552	1,162	3,313
1969	1,931	1,609	1,248	3,527
1970	2,158	1,822	1,406	3,665

United Kingdom exports £ million

	Commonwealth	EEC	EFTA†	Rest of the World
1961	1,302	715	501	1,437
1962	1,205	829	535	1,493
1963	1,227	941	574	1,623
1964	1,265	963	641	1,696
1965	1,352	980	687	1,882
1966	1,319	1,046	763	2,127
1967	1,248	1,044	782	2,156
1968	1,440	1,296	889	2,809
1969	1,601	1,530	1,080	3,128
1970	1,695	1,754	1,277	3,337

† Figures for Iceland, which acceded to EFTA on March 1, 1970, are excluded throughout.

World trade in 1969

Mr. Grant was asked to state the percentage of world trade which is accounted for by the European Economic Community; and what was the relationship of this to the corresponding percentage in respect of the European Free Trade Association. He gave the following information:

	Percentage of world trade in 1969	
	Imports (valued cif)	Exports (valued fob)
European Economic Community	27	28
European Free Trade Association	16	14

MONDAY, MARCH 15

Bolton in June

The report of the Bolton Committee inquiry into the problems of the small firms is expected to be received in June, Mr. Ridley told a Member.

British Consultants

To a Member who asked what reply had been sent to the letter of February 1, from the chairman of the British Consultants Bureau in connection with their efforts to obtain commissions overseas, Mr. Ridley said that the reply suggested ways in which the existing collaboration between independent consultants and the nationalized industries on overseas commissions might be extended.

Pinnock report

Asked if he would now publish the report on Pinnock Finance Company, Mr. Grant replied: 'We have decided to publish the Inspectors' Report as soon as possible.'

Monopsonies

The Secretary of State for Trade and Industry, Mr. John Davies, was asked if, in the public interest, he would consider methods of combating monopsonies. He said that the monopolies legislation applies equally to situa-

tions of monopoly on the part of sellers and of buyers. 'I shall use my powers under this legislation in appropriate cases of both kinds.'

Corrosion and Protection

Mr. Ridley was asked whether he would make a statement on the report of the Committee on Corrosion and Protection; and what action his department proposed to take in connection with this report. He replied: 'The report, which was published in full on March 4, makes a valuable contribution to the state of the knowledge of metallic corrosion and protection in the United Kingdom. Before deciding whether any action by the Government is required, we want to know the reactions of industry and other interested parties such as the professional institutions. Our present view however is that since industry would benefit substantially from improvements in protection against corrosion, the initiative for any action should come from industry.'

Notifying contracts

Could he now announce the final closing date by which applicants should notify his department, under the arrangements announced in paragraph 4 of the White Paper on Investment Incentive, Command Paper No. 4516, of contracts made before October 27, 1970, Sir John Eden, Minister for Industry, was asked. He said that because of the disruption of postal services the Department announced on February 17 that the closing date would now be April 8, 1971.

Subterranean gas storage

The gas industry is continuing to investigate the possibility of the underground storage of gas in natural strata and in cavities. Mr. Ridley told a Member who asked what research was being carried out into the problems of subterranean gas storage. 'If the hon. Member has a particular form of storage in mind on which he would like more information, I suggest that he gets in touch with the chairman of the Gas Council.

WEDNESDAY, MARCH 17

Import of furs

A Member asked Mr. Noble what representations he had received regarding the importation of rare animal furs; what had been the substance of these representations; and if he would re-examine the position with a view to banning the importation of such furs rather than placing the responsibility on the countries of origin. Mr. Noble answered: 'The British Fur Trade Association has requested a meeting with the Department to discuss proposals for severe restrictions on imports of furs and skins of certain animals considered to be threatened with extinction. We have agreed to this request.'

Vehicle and General

Answering questions on Vehicle and General Insurance Ltd., Mr. Davies said that the company had about 860,000 policyholders most of whom held motor-insurance policies. Its motor vehicle insurance income for 1970, after deduction of reinsurance, was believed to have been about £12¼ million.

Parliamentary answers on aviation and shipping

FRIDAY, MARCH 12

Continental Shelf

A Member asked how many blocks had been offered in the designated areas of Great Britain's Continental Shelf; how many had been taken up since 1964; what percentage of the blocks had been awarded to British-owned companies; how many blocks had been offered in the designated areas of the Irish Sea and how many of these had been taken up. Mr. Michael Noble, Minister for Trade, replied: 'Of the 1,509 blocks (87 in the Irish Sea) offered, some more than once, 576 (19 in Irish Sea) have been awarded. The overall British interest in current licences is about 38 per cent.'

Recovery of spilt oil

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked what studies his department had made of the vortex or whirlpool principle of collecting and separating spilled oil on the open sea. He said that the principle of collecting oil from the surface of the sea by creating a vortex was invented by the Admiralty Materials Laboratory. The Department of Trade and Industry had placed a contract with the Laboratory for the construction of a full-scale prototype of a device for the recovery of spilt oil based on this principle.

MIDA study

Lord Ferrers was asked: 'What are the terms of reference of the MIDA study announced to the Press on February 22 and to Parliament on March 2, which Department of State will provide the study's chairman and services and which Departments will be represented on it.' Lord Ferrers said that the study announced on February 22 would form an integral part of the Government's location of industry research, and the terms of reference were:

'to assess the likely long-term needs of bulk processing industries for coastal sites adjacent to deep water'.

Because the study was essentially concerned with industrial matters, the Department of Trade and Industry was taking the lead. The other Government Departments represented on the Working Group were the Treasury, the Department of Employment, the Scottish Office, the Department of the Environment and the Welsh Office. The Northern Ireland Government and the National Ports Council were also represented.

WEDNESDAY, MARCH 17

Proposed new heliport

Mr. Noble, was asked to arrange for a helicopter to operate from the proposed new heliport, at the frequency expected when such a service came into operation on a Tuesday whilst Parliament was sitting, so that those living and working on the route may have practical experience of the noise pollution caused. Mr. Noble answered: 'No. The question of planning permission for this site has not yet been resolved.'

Mediator air traffic control system

In reply to a question on representations received from the British Air Line Pilots' Association about the introduction of the Mediator air traffic control system, Lord Drumalbyn, Minister Without Portfolio, said: 'In the year before the first phase of the Mediator system of air traffic control was introduced on February 1, 1971, there was correspondence with the British Air Line Pilots' Association on a number of features of the system, and one meeting took place in June, 1970, at which the Department gave a full presentation of the system. A letter received from the Association since the introduction of Mediator dealt mainly with the notification of flight level clearances of aircraft and proposed a meeting. The Department's reply described the clearance procedure used and suggested a visit to the London Air Traffic Control Centre for a general system demonstration.'

On March 9 the export department of Coates Brothers Inks Ltd, London, received a 'phone call from the Polish state buying organization in Warsaw confirming an order for flexographic inks. They had to be formulated, manufactured and delivered before March 15. At the same time a request was made for a technician to be present at the trials. The only way to meet the delivery date was to charter an aircraft to take both goods and technician. By doing so, Coates Brothers Inks Ltd. completed the order and delivered it on time. Picture shows the goods being loaded on to the aircraft.

New Books

Directory of British Export Houses 1971. (1015 pages. IPC Business Press Information Services Ltd., RAC House, Lansdowne Road, Croydon CR9 1HE. £3; overseas £3.25. SBN 611 00510 7). It has long been recognised, in general terms, that export houses play a vital role in the economy of this country; but far too little has been known in detail about the activities of individual firms – the way they work and the specialized services they can provide, the industrial sectors they cover, and the markets they know. This, as well as being disadvantageous to the export houses themselves, has made it difficult for British manufacturers or overseas buyers to select a suitable firm for their particular requirements. It was for this reason that the British Export Houses Association, with financial assistance from the government, undertook the extensive research on which this new directory is based. One main objective was to identify the particular specialist activities which each company was able to undertake. Defining the general category of export house as any company or firm, not being a manufacturer, whose main activity is the handling or financing of British export trade and/or international trade not connected with the United Kingdom, no less than 10 different specialist functions which an export house can fulfil are distinguished. These are: merchant, manufacturer's agent, export manager, buying/indent agent, confirming house, factor, export finance house; and, as far as overseas functions are concerned, distributor/stockist, wholesaler/retailer, and the provision of manufacturing facilities. The first section of the directory is a simple alphabetical list of some 600 companies known to be actively trading, giving for each: address, telephone and telex numbers; code letters indicating the functions performed, distinguishing principal activities from those performed only occasionally or to a lesser extent; particulars of United Kingdom subsidiaries and associates; countries in which overseas establishments, agents or representatives are maintained; languages in which the company can conduct business; and specialized services offered as ancillaries to normal export house functions. This list includes both members and non-members of BEHA. For those few companies which failed to supply the information required for the directory, only name and address are given. Section 2, the main part of the directory, is arranged by approximately 130 product groups, using Standard International Trade Classification headings. A matrix form of display under each of these product groups shows at a glance which companies, specializing in that trade, have experience in doing business with each of 159 overseas countries and territories. So, for example, a British footwear manufacturer who has received an order from the Ivory Coast, and who wishes to make use of the services of an export house to deal with it, can readily select the names of some suitable firms from this section of the directory. The function codes are printed against the name of each company each time it appears, but for additional information about the companies it is necessary to turn back to Section 1. Section 2 is completed by an alphabetical index to the product group numbers. The third section is a geographical one, listing alphabetically under the name of each territory all the companies which are active in it, together with their function codings. The explanatory notes are printed in French, German, Italian and Spanish, as well as in English; it is a pity that the same has not been done for the alphabetical index of products. The directory should be of great value to all concerned with buying and selling British products; it is to be hoped that revised editions will be published at regular intervals.

Report on the Censuses of Production for 1964, 1965, 1966 and 1967. Department of Trade and Industry. (18 pages. HMSO. 15p; by post 17½p. SBN 11 510434 8). The Censuses of Production for 1964, 1965, 1966 and 1967 were inquiries of a simple nature corresponding broadly with those taken for the years 1959 to 1962, between the detailed censuses for 1958 and 1963. The 1964-1967 censuses were inquiries into the value of the stocks and capital expenditure of industrial business units, the preliminary results of which – with comparable results for 1963 – were published in the *Board of Trade Journal* on April 14, 1967; December 29, 1967; and December 20, 1968. The present report revises the preliminary estimates for 1963 and 1966 and contains, in addition to full introductory notes, five tables presenting the 1964-67 census results; the text of the 1967 census Statutory Order; together with a copy of the standard form for that census and the slightly adapted form which was used for the construction industry. Table 1 gives estimates for stocks and work in progress for all United Kingdom firms, grouped according to the Standard Industrial Classification (SIC), consolidated 1963 edition. Fixed capital expenditure estimates for all United Kingdom firms are presented in Table 2. Both tables are sub-divided by industry group. Table 3 gives purchases and sales of land and existing buildings for all firms in the United Kingdom manufacturing sector of industry; whilst Tables 4 and 5 give manufacturing industry's fixed capital expenditure for Scotland and Wales respectively.

Qualified Manpower in the Electronics Industry: a Preliminary Report. Electronics EDC Working Group on Scientific and Technological Manpower. (44 pages. Available free from National Economic Development Office, Millbank Tower, London SW1). Outlines of some of the features of the present scientific and technological manpower situation in the electronics industry, and information on other aspects, such as sources of statistics and certain facets of the educational system, are provided in this report of a Working Group, under the chairmanship of Professor G. D. Sims (Head of the Department of Electronics, Southampton University). One of the recommendations is for an investigation of the utilization of qualified manpower in the innovation process, and to its consequences. The present position regarding the overall availability of qualified scientists and engineers appears to be satisfactory in terms of explicit demand, but the report considers it would be prudent to make provision for a further increase in overall numbers. The Working Group stresses the need for improved awareness on the part of school-leavers of the growing potential of a career in technical engineering, and notes that the industry does not yet regard it as normal and desirable to release its scientific and technical manpower at regular intervals for the purpose of continuing education. It recommends universities and polytechnics to develop combined courses in production engineering and electronics to meet a serious shortage of graduate production engineers in the industry. This is a preliminary report and much remains to be done towards establishing a fully satisfactory statistical record of the present state of manpower in the industry. Once this is achieved and a broad forward prediction of manpower requirements is formulated, it will be possible to ensure an appropriate feedback to the educational system.

Report of the Trade Mission to Switzerland and Austria. (10 pages. Available free from British Hosiery and Knitwear Export Group, 29 Sackville Street, London W1). This mission was a direct result of the decision to organize a British Trade Drive in Switzerland in 1971. The purpose was to ensure the availability of British knitted goods for the store promotions to be staged in Zurich, Geneva and Berne in September. The report discusses the market for British knitted goods in these countries and emphasizes the importance of style, finish and especially colour for British goods in competition with the Common Market countries. An indication of the distributive organizations in relation to knitted goods is given. The report and results of this mission indicate a favourable market for British knitted goods in this area.

Financing Development in Latin America, edited by Keith Griffin. *Problems in Focus Series.* (271 pages. Macmillan. £4.50. SBN 333 09131 0). This book is concerned with the way resources are mobilized to achieve a high level of investment, and a consequent increase in growth rates, in an area characterized by a wide range of level of economic development. It focuses on the problem of savings, in both the public and the private sectors, and attempts to explain why such a large proportion of the economic surplus is diverted into relatively unproductive uses. Although there is a considerable body of literature on the general aspects of econmic development, and the problems of resource allocation and growth planning, there is relatively little material available on the financial aspects of development policy. In an attempt to fill this gap in the literature this volume brings together contributions from nine economists distinguished by their extensive research into the problems of South American economies. The work is fully documented and includes a select bibliography which surveys and evaluates the periodical and monograph literature in the field.

The Interpretation of Published Accounts, by Peter Bird. *CAS Occasional Paper number 14.* (29 pages. Available from HMSO. 20p, by post 22½p. SBN 11 630050 7). This brief guide to help laymen read and understand company accounts appears in a series originally commissioned by the Centre for Administrative Studies (now incorporated in the new Civil Service College) to develop the study of economics, statistics, decision theory and management by civil servants; but it is obviously capable of interesting a far wider audience. The author, who is Professor of Accounting at the University of Kent at Canterbury, acknowledges that his is only one of several ways of approaching the subject, but he believes his methods 'to be most helpful for potential users of accounting information'. He illustrates his methods through the accounts of the George Cohen 600 Group Ltd, which won a national award for the presentation of its 1969 annual reports and accounts; the accounts are reproduced in an appendix to the booklet.

Motor Industry Statistics, 1960-69. Motor Manufacturing EDC. (43 pages. National Economic Development Office, Millbank Tower, London SW1. 55p). This is the third edition of the *Data Book of Motor Industry Statistics*, first published in 1969. It contains a wide range of statistical information covering production, imports and exports, registrations, finance and employment in the United Kingdom. Statistics are also given of the production of cars and commercial vehicles in the leading motor manufacturing countries. These data are collected by the Motor Manufacturing EDC from various sources, notably the Society of Motor Manufacturers and Traders, and the Department of Trade and Industry. The presentation is designed to be of use to all those seeking information on the state of the United Kingdom motor industry.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
March 31-April 1	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle, CA1 1SE. (Tel. 26292.)

Vehicles including Land Rovers; Morris Mini Minors and 1000 saloons; Morris vans and ambulances; Bedford fire tenders with Sigmund pumps; machine tools and hand tools; various engineering tools including vices; hammers; pliers; spanners; taps and dies; miscellaneous electrical items including rectifiers; amplifiers; transformers; control units; capacitors; power units; test sets; receivers; cables; aircraft machmeters; gyro units; drift recorders; altimeters; sighting computers, etc.; sundry items including rubber boots; service clothing; suction hose; webbing equipment; telephone equipment; aerials; rack assemblies; steel cradles; wooden boxes; paints and chemicals, etc.; black PVC sheets 160 ft. by 90 ft. by 0·014 in. thick.

April 6	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Machine tools; generating sets; transformers; electric motors; diesel and battery operated fork lift trucks; chain lifting blocks; rope and pulley blocks and lifting tackle; large quantity of paint; wrist watches; pocket and stop watches; clocks; test meters; miscellaneous clothing including boots and shoes; tank suits; greatcoats; battledress trousers and blouses; foulweather clothing; shirts, etc; textiles including white and coloured blankets; chair and settee covers; curtains; carpets; rugs; mats; mixed rags; large assortment of furniture; kitchen utensils; crockery; glassware and numerous other effects.

April 21-22	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 0432 4366.)

Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; telegraph, wireless and electronic equipment; electronic valves; magnetic compasses; spares for concrete mixers and smooth drum rollers; miscellaneous plant spares; ferrous metal; aircraft spares; machine tools, fire; fighting equipment; household and office furniture; service clothing; large quantities of textiles and other general stores.

Catalogues of the above sales obtainable from relevant auctioneers, price 5p (PO only), from about two weeks prior to and up to date of sale.

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
March 31	Office and miscellaneous furniture and equipment	Department of the Environment, Supplies Divison Stores, Bay 5, Ashton Vale Road, Bristol 3	Stanley Alder & Price, 7 St. Stephens Street, Bristol 1

Catalogues: Direct from auctioneers. View day 9.0 a.m.-4.30 p.m. day preceding sale.

April 6	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works. Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

BRITISH CONSTRUCTION VEHICLES IN USE OVERSEAS

A Ruston-Bucyrus 20-RBH excavator belonging to E. Blok Aannemersbedrijf, NV, Rotterdam, which is currently digging 60 miles of drainage channel in the new South Flavoland polder in Holland. The machine was supplied by Wynmalen and Hausmann NV, Bunnik. Bucyrus distributors in Holland.

Picture shows a recently exported Hy-mac 1290 excavator clearing debris to a maximum depth of 3.5m (12ft.) from a river bed for bridge foundations on the construction of a new motorway near Jyväskylä, Finland. The 1290, operating in sub-zero temperatures over tough terrain, was supplied to Olavi Yaatinen by Hy-mac distributor in Finland, Tiefundamentti Oy, Helsinki.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
. . not available
– nil or less than half the final digit shown
p provisional
r revised
" five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	142	113	103·0	136	140	148	130	130	358	232	26	27
1970		123·8				104·2		147 p	156 p				254 p	34 p	51 p
1968															
4th quarter	118	122·3	138	138	113	104·1	146	146	160	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	133	128	138	135	134	104	105	6	5
2nd quarter	117	123·3	141	141	113	103·7	135	141	147	129	127	80	43	2	1
3rd quarter	119	123·2	143	144	113	103·1	138	146	155	152	128	48	—	8	8
4th quarter	120	123·5	147	146	114	103·0	138	146	153	127	131	126	84	10	13
1970															
1st quarter	117	123·7	149	1 8	114	103·2	131	141	144	115	131	36	32	– 5	–41
2nd quarter	120	122·8	154	153	116	104·2	142	150	163	121	137	98	55	11	21
3rd quarter	120	123·9	158	157	117	104·6	139	150	156	122	133	126	40	6	12
4th quarter		125·4 p				104·8		149 p	162 p				127 p	23 p	60 p
1970															
June		123·7				104·7									
July		121·9				104·1									
August		122·8				105·4									
September		124·7				104·4									
October		126·8 p				106·1									
November		123·6 p				103·3									
December		125·8 p				105·0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	*3·9*	110·2	107·3	168·5	323	255	24,384	120	121	43
1967	106	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	130	120	–312
1968	106	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	146	–319
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	127 p	140·2	*6·4*	128·5 p	124·6 p	217·5	574	186		181	184	631
1969												
1st quarter	110	129·7	*6·2*	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	*5·0*	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	*5·8*	129·2	123·6	213·8	563	187	24,139	183	183	144
3rd quarter	123	141·1	*6·9*	126·9	125·7	219·0	592	185		178	175	76
4th quarter	127 p	144·0	*7·7*	127·7 p	127·9 p	227·9	581	177		190	199	196
1971												
1st quarter							631 p	146 p				
1970												
July	122	140·9	*6·7*	127·5	125·0	217·5	593	186		140	185	
August	123	140·8	*6·8*	126·1	125·7	219·7	593	184		200	140	
September	123	141·5	*7·0*	127·2	126·4	221·0	589	187		194	199	
October	122 p	143·0	*7·4*	126·3	127·5	222·4	576	184		192	203	
November	126 p	144·0	*7·9*	128·4 p	128·5 p	228·5	579	176		192	191	
December	127 p	145·0	*7·9*	128·5 p	128·9 p	232·8	589	171		186	204	
1971												
January		147·0	*8·5*	129·5 p	..	236·1	613	157		176	176	
February				129·7 p	..	236·4	623	147		187	173	
March							657 p	134 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for actors affecting recording.

UNITED KINGDOM TRADE

Unit value and volume index numbers for January

THE EXPORT unit value index rose by 1 per cent in January, a little less than its rate of increase in recent months. The import unit value index was unchanged; the terms of trade index rose by a point to 108.

In November-January the export unit value index was 3 per cent higher than in August-October. The unit value index for exports of non-manufactures in the latest three months as a whole showed only a small rise on the previous three months and the bulk of the increase in the index for total exports continues to be due to rising unit values for manufactured goods. Within these, the unit value index for machinery and transport equipment rose by nearly 5 per cent between August-October and November-January, with unit values of transport equipment rising particularly sharply. There has been little change recently in the export unit value index for metals, where falling unit values for copper have balanced increased prices for other goods.

The import unit value index rose by about one ½ per cent between August-October and November-January. Unit values of fuel imports show a rise of about 6 per cent over this period with a particularly sharp increase in January; much of the recent rise has been due to increased posted prices and taxes in the oil producing countries. The rise in unit values of fuel imports continues to be offset by falling unit values for manufactured goods which dropped by more than 1 per cent between August-October and November-January. As in earlier months this fall was largely due to the sharp decline in copper prices; unit values of most other manufactured imports continued to rise. The index for imports of food, drink and tobacco increased by 2 per cent in the latest three months with relatively large increases in the unit values of dairy products, cereals and tobacco.

United Kingdom trade in recent months and the effects of the

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	111	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	136	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1970	132	132	121	98	148	136	118	140	126	127	155	141	138	104
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	131	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139	103
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142	105
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102
August	131	132	121	97	148	136	119	140	124	126	156	140	139	104
September	132	133	121	98	148	137	119	140	126	126	156	141	140	104
October	132	134	120	100	148	137	119	141	126	126	155	142	141	104
November	132	135	121	102	147	139	119	143	128	127	156	145	143	105
December	132	136	119	104	146	141	120	145	130	129	156	148	143	107
1971 January	132	136	119	108	144	143	122	147	130	129	158	150	144	108

† Exports Unit Value as a percentage of the Import Unit Value index.

VALUE AND VOLUME INDEX NUMBERS, *continued*

postal strike are discussed in the article on trade in February, which was published in *Trade and Industry* of March 17, 1971.

Notes:

(a) These index numbers are calculated from the data published in the *Overseas Trade Statistics;* they have not been adjusted to a balance of payments basis.

(b) The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969 and *Trade and Industry* of November 25, 1970).

(c) This series of index numbers, based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends.* All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	157	104	110	203	223	155	151	155	196	133	131	148	182
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169

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Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	211	210	155	147	156	195	132	134	148	187
2nd quarter	158	158	103	114	194	229	227	155	148	156	197	132	139	148	184
3rd quarter	153	153	101	103	210	216	215	145	146	145	186	127	119	140	167
4th quarter	165	164	107	114	215	237	236	162	163	161	206	143	132	154	192
1970 January	146	146	103	107	197	201	200	155	150	156	198	130	136	147	186
February	153	152	103	110	190	218	216	152	145	152	186	126	134	144	181
March	152	152	106	107	186	214	213	159	147	161	200	139	133	154	193
April	157	157	104	110	190	226	224	163	151	162	199	135	139	157	187
May	157	157	101	110	195	232	230	148	137	147	192	122	131	135	183
June	161	160	103	121	197	228	226	156	155	160	200	139	146	151	182
July	122	122	76	65	198	177	177	155	155	157	210	135	140	147	179
August	169	169	121	123	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	163	198	146	135	159	185
October	165	164	108	120	204	233	231	168	183	164	211	137	134	160	187
November	166	165	111	110	231	235	233	155	154	154	203	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January	156	155	103	105	227	221	221	142	130	144	188	125	114	137	171

The seasonally adjusted volume index numbers have been re-calculated to put them on the same basis as the recently re-calculated figures of the value of imports and exports. The method of seasonal adjustment used was described in *Trade and Industry* of February 17.

British Film Fund Agency returns

THE BRITISH FILM FUND Agency has published the following information for the five week ended January 30, 1971:

Distributors' earnings submitted	£	£
High cost films	656,631	
Low cost films:		
Eligible (after multiplying by 2½)	35,512	
Not eligible for 2½ times rental	32,958	
		725,101
Films of less than 3,000 ft. (after multiplying by 2½)		44,355
		£769,456

Levy collections paid to Agency by HM Customs and Excise to February 15, 1971, together with an estimate of collection approximately covering entertainments of five weeks ended January 30, 1971 £287,000

The third interim allocation for the fourteenth distribution period will be at the rate of 40 per cent.

'Economic Progress Report' for April

ARTICLES IN THE April issue of *Economic Progress Report*, published on March 17, include a summary of Britain's overseas trading performance in 1970 and some changes in the export and import pattern over the last 10 years; an explanation of how industrial output is made up and how the output of the main industries has changed in recent years, and the monthly economic assessment (see also *Trade and Industry*, March 17, page 593).

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, March 19, 1971. Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Sunday Thoughts Series 18:					
Shut That Gate	Br/E 35393/20/3/76	3	March 18	Rank Film Distributors Ltd.	Religious Films Ltd.
The Human Boad	Br/E 35394/20/3/76	3	March 18	" "	" "
Keeping To The Rules	Br/E 35395/20/3/76	3	March 18	" "	" "
Movietone News 2180	Br/E 35246/20/3/76	7	March 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2180A	Br/E 35247/20/3/76	8	March 19	" "	" "
				FOREIGN	
Joe	F 35387	105	March 16	British Lion Films Ltd.	The D.C. Company.
Lawman	F 35388	99	March 16	United Artists Corporation Ltd.	Michael Winner Ltd.
A Promise At Dawn	F 35389	101	March 17	Avco Embassy Pictures (UK) Ltd.	Jules Dassin Productions, Paris.
Tell Me That You Love Me Junie Moon	F 35390	100	March 18	Paramount Pictures (UK) Ltd.	Sigma Productions Inc.
Kona Coast	F 35391	80	March 18	Rank Film Distributors Ltd.	Pioneer Productions Inc.
White Comanche	F 35392	83	March 18	" "	International Producers Corporation.

United Kingdom trade by air

UNITED KINGDOM TRADE by air continued to grow in 1970, although not quite as rapidly as in recent years. The values of trade by air, however, again rose somewhat faster than the values of total trade.† Imports and more especially exports by air showed a sharp rise in the second half of 1970, which probably owed something to the dock strike last July. The strike delayed the arrival and departure of seaborne trade in the summer months and probably led to some diversion of merchandise from sea to air transport.

For the year as a whole, imports carried by air totalled £1,229 million, an increase in value of 14 per cent compared with 1969, 5 per cent faster than the growth of total imports. Exports carried by air totalled £1,095 million, 12 per cent higher than in 1969, and 2 per cent higher than the increase in total exports. The proportion of both imports and exports carried by air increased slightly to just below 14 per cent in 1970, a smaller rise than in the previous year. In recent years, the proportion of total imports carried by air has been rising faster than the corresponding proportion for exports and for the first time the import proportion was a high as that for exports.

As Table 1a shows the growth in value of both imports and exports by air increased less rapidly than in 1969. The fall in the rate of growth of exports by air was associated with the slower growth in total exports and was particularly pronounced in the first half of 1970. Last year, total imports grew more rapidly than in 1969, while the rate of growth of imports by air slackened slightly, and the margin between the two growth rates narrowed. This was partly due to the growth in imports by air in 1969 receiving some stimulus from the longshoremen's strike in the United States early in that year, which diverted some United Kingdom imports from that country from sea to air freight. During 1970, the share of exports by air to total exports increased markedly in the second half of the year after showing a slight fall in the first six months, but the import share rose smoothly through the year.

For a number of commodities transport by air is especially important; in particular, those products which have high values in relation to their size and weight. As Table 2 shows, among exports, 46 per cent of clothing, 42 per cent of hides, skins and furskins, 40 per cent of medicinal and pharmaceutical products, 37 per cent of leather and leather manufactures, and almost a third of scientific instruments were despatched by air. Exports of machinery (electric and non-electric) was the largest category of goods transported by air; they totalled over £400 million in 1970 and accounted for well over a third of all exports by air;. The proportion of these products carried by air has remained at about 18 per cent of all such exports in recent years. In 1970 the continued growth in trade by air in all these categories, except leather and leather goods, contributed markedly to the continued rise in the proportion of exports carried by air for all commodities.

There were especially sharp increases in the values of exports by air of medicinal and pharmaceutical products and electric machinery. The largest relative increases carried by air in 1970 were recorded for chemical elements (47 per cent), medicinal and pharmaceutical products (35 per cent), electric machinery (27 per cent), metal manufactures (22 per cent) and transport equipment (20 per cent).

Among imports, as Table 3 shows, the highest proportions of goods carried by air on a selected commodity basis were non-metallic mineral manufactures (57 per cent), professional and scientific instruments (54 per cent), and electrical machinery (52 per cent). Imports by air of hides, skins and furskins, medicinal and pharmaceutical products, miscellaneous manufactured articles (mainly works of art), and non-electric machinery accounted for between one-third and one-half of all imports of their respective categories. The proportion of imports of non-metallic mineral manufactures and hides, skins and furskins carried by air increased substantially last year. Imports transported by air which showed particularly rapid increases in 1970 were metal manufactures which increased in value by 36 per cent, medicinal and pharmaceutical products (27 per cent), textile yarns and fabrics (25 per cent) and non-electric machinery (20 per cent). Although imports by air of machinery, the largest category of imports, increased substantially last year, they rose much less fast than total machinery imports; nevertheless

† All figures for imports and exports in this article are on the Overseas Trade Statistics basis. (See Statistical Note.)

Table 1. Value of trade compared with total trade

Year	Exports			Imports		
	Total £m. fob	By air £m. fob	*Per cent*	Total £m. cif	By air £m. cif	*Per cent*
1965	4,900·8	425·2	*8·7*	5,751·1	438·3	*7·6*
1966	5,255·4	550·7	*10·5*	5,949·4	545·6	*9·2*
1967	5,229·6	606·2	*11·6*	6,436·7	641·5	*10·0*
1968	6,433·9	831·5	*12·9*	7,897·5	929·4	*11·8*
1969	7,339·4	978·9	*13·3*	8,315·0	1,082·6	*13·0*
1970	8,062·8	1,094·9	*13·6*	9,051·5	1,228·8	*13·6*

Table 1 (a). Increase in value of United Kingdom trade (per cent change on a year earlier)

Year	Exports		Imports	
	Total	By air	Total	By air
1965	7	25	1	16
1966	7	30	3	24
1967	—	10	8	18
1968	23	37	23	45
1969	14	18	5	16
1970	10	12	9	14

Table 2. Commodity composition of exports

	Selected Divisions	1969			1970		
		Total £m. fob	By air £m. fob	*Per cent of Total Exports*	Total £m. fob	By air £m. fob	*Per cent of Total Exports*
†00	Live animals (excluding zoo animals, cats and dogs)	28·9	6·7	*23*	32·7	6·1	*19*
21	Hides, skins and furskins, undressed	44·3	17·7	*40*	53·1	22·5	*42*
51	Chemical elements and compounds	169·8	13·6	*8*	210·3	20·0	*10*
54	Medicinal and pharmaceutical products	118·7	41·4	*35*	139·8	55·7	*40*
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	62·4	2·8	*4*	67·0	3·0	*4*
61	Leather, leather manufactures, not elsewhere specified, and dressed furskins	51·1	19·7	*39*	50·7	18·8	*37*
62	Rubber manufactures, not elsewhere specified	73·0	2·7	*4*	92·7	3·7	*4*
65	Textile yarn, fabrics, made up articles and related products	360·5	35·7	*10*	396·8	38·7	*10*
66	Non-metallic mineral manufactures, not elsewhere specified	454·5	54·2	*12*	390·3	57·3	*15*
68	Non-ferrous metals	341·4	68·1	*20*	350·6	60·8	*17*
69	Manufactures of metal, not elsewhere specified	216·2	12·6	*6*	260·4	15·4	*6*
71	Machinery other than electric	1,460·1	247·1	*17*	1,642·4	261·3	*16*
72	Electrical machinery, apparatus and appliances	484·2	112·6	*23*	579·1	142·9	*25*
Ex 73	Transport equipment	985·8	69·7	*7*	1,031·7	83·5	*8*
84	Clothing, knitted or crocheted articles, including elastic or rubberized fabric and articles of fur	108.6	53·9	*50*	123·1	57·2	*46*
85	Footwear, gaiters and the like	33·8	6·0	*18*	35·5	5·6	*16*
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	188·2	61·3	*33*	208·6	67·4	*32*
89	Miscellaneous manufactured articles not elsewhere specified	283·9	77·8	*27*	313·1	84·4	*27*
	All other goods	1,874·1	75·4	*4*	2,085·1	90·6	*4*
	Total	7,339·4	978·9	*13*	8,062·8	1,094·9	*14*

† Figures shown under this heading include horses exported temporarily for racing, breeding or other purposes

Table 3. Commodity composition of imports

		1969			1970		
		Total £m. cif	By air		Total £m. cif	By air	
			£m. cif	*Per cent of Total Imports*		£m. cif	*Per cent of Total Imports*
†00	Live animals (excluding zoo animals, cats and dogs)	53·9	3·5	*6*	56·5	4·5	*8*
21	Hides, skins and furskins, undressed	78·1	28·7	*37*	70·2	32·7	*47*
28	Metalliferous ores and metal scrap	290·8	42·2	*15*	346·6	44·3	*13*
51	Chemical elements and compounds	203·7	29·0	*14*	237·8	33·8	*14*
54	Medicinal and pharmaceutical products	25·5	11·9	*47*	33·7	15·1	*45*
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	22·0	5·1	*23*	23·2	4·8	*21*
61	Leather, leather manufactures, not elsewhere specified and dressed fur skins	37·4	5·5	*15*	32·5	5·2	*16*
65	Textile yarn, fabrics, made up articles and related products	238·7	31·4	*13*	256·4	39·4	*15*
66	Non-metallic mineral manufactures, not elsewhere specified	384·9	187·5	*49*	382·3	216·1	*57*
68	Non-ferrous metals	608·7	34·4	*6*	608·7	23·6	*4*
69	Manufactures of metal, not elsewhere specified	75·8	15·0	*20*	97·0	20·4	*21*
71	Machinery, other than electric	681·2	255·3	*37*	855·7	305·9	*36*
72	Electrical machinery, apparatus and appliances	267·3	156·3	*58*	342·2	179·4	*52*
Ex 73	Transport equipment	205·8	39·9	*19*	246·9	33·2	*13*
84	Clothing, knitted or crocheted articles including elastic, or rubberized fabrics and articles of fur	124·5	29·3	*24*	129·4	32·3	*25*
85	Footwear, gaiters and the like	35·6	3·3	*9*	40·6	4·2	*10*
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	115·4	63·3	*55*	141·5	76·4	*54*
89	Miscellaneous manufactured articles, not elsewhere specified	212·8	98·7	*46*	231·0	99·3	*43*
	All other goods	4,653·0	42·4	*1*	4,919·2	58·2	*1*
	Total	8,315·0	1,082·6	*13*	9,051·5	1,228·8	*14*

† Figures included under this heading, include horses imported temporarily for racing, breeding or other purposes

Table 4. Exports to, and imports from, selected countries

Selected Countries	Exports						Imports					
	Total £m. fob	By air		Total £m. fob	By air		Total £m. cif	By air		Total £m. cif	By air	
		£m. fob	*Per cent of Total Exports*		£m. fob	*Per cent of Total Exports*		£m. cif	*Per cent of Total Imports*		£m. cif	*Per cent of Total Imports*
Western Germany	417·2	84·9	*20·3*	502·9	101·8	*20·2*	466·7	77·9	*16·7*	548·9	90·5	*16·5*
Netherlands	298·1	37·2	*12·5*	377·8	47·4	*12·5*	408·1	36·6	*9·0*	459·1	43·0	*9·4*
Belgium	289·2	26·1	*9·0*	288·6	30·2	*10·5*	182·5	17·4	*9·5*	192·5	22·4	*11·6*
France	312·8	93·5	*29·9*	339·2	98·2	*29·0*	324·6	87·2	*26·9*	368·2	87·0	*23·6*
Italy	210·4	37·8	*18·0*	239·7	49·7	*20·7*	222·6	27·3	*12·3*	249·2	34·6	*13·9*
Sweden	301·8	23·2	*7·7*	364·1	29·0	*8·0*	333·1	15·1	*4·5*	371·0	22·9	*6·2*
Denmark	196·2	11·2	*5·7*	220·2	13·2	*6·0*	245·1	9·1	*3·7*	275·0	8·8	*3·2*
Switzerland/Leichtenstein	184·5	38·8	*21·0*	209·3	45·2	*21·6*	174·7	62·9	*36·0*	198·8	68·4	*34·4*
Portugal	76·4	5·9	*7·7*	86·8	7·9	*9·1*	75·9	24·2	*31·9*	85·6	23·7	*27·7*
Austria	71·6	8·9	*12·4*	90·7	10·0	*11·0*	64·2	6·9	*10·7*	79·5	8·9	*11·2*
Spain	118·9	11·8	*9·9*	123·2	14·0	*11·4*	97·8	3·6	*3·7*	108·5	5·8	*5·3*
Irish Republic	337·4	52·0	*15·4*	381·2	54·1	*14·2*	296·1	32·2	*10·9*	341·3	33·6	*9·8*
United States of America	903·6	230·7	*25·5*	932·7	227·1	*24·3*	1,125·8	341·2	*30·3*	1,170·2	381·8	*32·6*
Canada	311·2	56·6	*18·2*	288·1	60·3	*20·9*	506·8	32·0	*6·3*	682·7	43·5	*6·4*
India	66·9	7·5	*11·2*	72·9	10·0	*13·7*	107·0	6·5	*6·1*	106·0	6·5	*6·1*
Australia	323·0	16·9	*5·2*	346·1	21·8	*6·3*	236·1	5·3	*2·2*	260·1	5·8	*2·2*
Republic of South Africa	292·7	13·9	*4·7*	332·9	19·1	*5·7*	302·4	36·0	*11·9*	258·3	35·9	*13·9*
Japan	128·8	31·8	*24·7*	147·8	39·9	*27·0*	104·6	11·9	*11·4*	134·4	15·7	*11·7*
Total	4,840·8	788·7	*16·3*	5,344·2	879·0	*16·4*	5,274·2	833·4	*15·8*	5,889·6	938·7	*15·9*
All Other Countries	2,498·6	190·2	*7·6*	2,718·5	215·9	*7·9*	3,040·8	249·2	*8·2*	3,161·8	290·1	*9·2*
GRAND TOTAL	7,339·4	978·9	*13·3*	8,062·8	1,094·9	*13·6*	8,315·0	1,082·6	*13·0*	9,051·5	1,228·8	*13·6*

the continued growth of these imports, with their high proportion of air to total arrivals by value, contributed to the further rise in the overall proportion of imports by air relative to total imports.

The broad area patterns of trade by air in Table 5 show only small changes compared with 1969. The proportion of airborne exports going to Western Europe increased slightly to 44 per cent, mainly at the expense of the North American market which accounted for 26 per cent. The sterling area remains our third largest market for airborne cargoes (18 per cent). The pattern of imports carried by air is little changed from 1969; Western Europe and North America each account for 35 per cent of United Kingdom imports by air. The sterling area, accounts for 16 per cent of United Kingdom imports by air, a slight fall from 1969, but imports by air from Soviet Eastern Europe increased slightly.

The country breakdown of trade by air (see Table 4) shows that the United States still accounts for the largest separate total of airborne trade, both of imports and exports by air, while Germany has succeeded France in second place. Among our major markets exports carried by air increased rapidly to Western Germany, the Netherlands, Italy and Sweden. Exports carried by air also increased rapidly to some of our more distant markets notably South Africa, Australia, India and Japan. There were exceptionally fast increases in imports sent by air from Sweden, Canada, Belgium and Italy, while imports carried by air from West Germany and the Netherlands also grew strongly.

Statistical Note

The valuation of exports and imports in this article is on the Overseas Trade Statistics basis. While estimates for total trade are now published on a balance of payments basis in the monthly trade articles, the adjustments to that basis are not available for the main commodity groups or trading areas nor for the analysis of trade by air.

Complete newly-built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made either in the totals of trade or in the figures of trade by air for under-recording of exports (see *Trade and Industry*, November 25, 1970, page 319).

Imports by parcel post are included in total imports but are not available for inclusion in the figures of imports by air.

Exports of parcel post are included both in total exports and in exports by air.

Table 5. Exports to, and imports from, various areas by air

	Exports			Imports		
	1969	1970	*Per cent of Total in 1970*	1969	1970	*Per cent of Total in 1970*
	£m. fob	£m. fob		£m. cif	£m. cif	
Sterling Area	172·1	196·4	*17·9*	194·2	194·2	*15·8*
North America	287·9	288·2	*26·3*	373·6	425·9	*34·7*
Latin America	18·7	23·9	*2·2*	7·7	10·1	*0·8*
Western Europe	403·1	477·0	*43·6*	377·4	427·1	*34·8*
Non-Sterling Middle East	30·1	36·7	*3·4*	10·6	11·1	*0·9*
Soviet Union and Eastern Europe	13·4	16·7	*1·5*	77·9	116·6	*9·4*
Rest of the World	53·6	55·8	*5·1*	41·2	44·0	*3·6*
Total	978·9	1,094·9	*100·0*	1,082·6	1,228·8	*100·0*

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during February 1971, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,640	—	1,640
Over £100 but under £1,000	80	—	80
£1,000 but under £10,000	494	—	494
£10,000 but under £50,000	96	—	96
£50,000 but under £100,000	8	—	8
£100,000 but under £1,000,000	5	—	5
£1,000,000 and over	—	—	—
Total number	2,323	—	2,323
Total amount of Nominal Capital	£ thous. 3,961	£ thous. —	£ thous. 3,961

Companies registered in Great Britain in 1970 and 1971

	1970		1971	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556	2,323	3,961
March	2,464	5,098		
April	2,556	7,657		
May	2,322	10,323		
June	2,670	6,097		
July	2 573	16,272		
August	2,280	4,355		
September	2,461	6,404		
October	2,615	6,726		
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

New companies registered in Northern Ireland

IN THE MONTH of February 1971, 17 private companies with a total nominal capital of £251,800 were registered in Northern Ireland.

During the period January-February 43 companies with a total nominal capital of almost £588,000 were registered as compared with 42 companies with a total nominal capital of just over £339,000 registered in the same period in 1970.

Retail sales in Northern Ireland

THE INDEX of retail sales in Northern Ireland for December was 143 (1965 = 100) an increase of 6 per cent on December 1969. In the fourth quarter of 1970 sales were 6 per cent higher than in the fourth quarter of 1969, an increase on a year earlier somewhat larger than the average of 5 per cent recorded in the first three quarters of the year.

After allowing for price changes, the estimated volume of sales in December was much the same as in December 1969.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in November and December, and in the fourth quarter are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast 2 (Tel. Belfast (0232) 34488, Ext. 336).

Under the interested professional eye of a BAA patrolman a £60,000 load of police officers' raincoats, uniform cloth and other items for the Libyan police force, customs and municipal officers is loaded at Gatwick Airport on to a Caledonian 'Britannia' specially commissioned for A. Grantham Ltd., of Brighton, by Hunting Gibson Airchartering Ltd. This 16-ton consignment forms part of an order worth £100,000, the balance of which is being exported by a similar charter fligh. in April.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for December 1970 is 146 (1963=100). This is 11 points lower than the index for November 1970 and 1 point higher than for December 1969.

The index numbers for the main industrial groups with the increase or decrease on December 1969 shown in brackets are: textiles (+14 piints), clothing (+5), engineering and metals (+3), food. drink and tobacco (−1), timber and furniture (−2), mineral products (+16), other manufacturing industries (−19), gas, electricity and water (−2).

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Trailers for September 1970

Tape Recorders for November 1970

Quarterly at 37½p a year post free:

Safety Razor Sets and Blades for Fourth Quarter 1970

Bedding and Soft Furnishings for Third Quarter 1970

Wooden Furniture and Upholstery for Third Quarter 1970

Miscellaneous Series:

Quarterly at 37½p a year

Overseas Travel and Tourism for Fourth Quarter 1970

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 10, 1971, on page 507.

Deliveries and orders in the engineering industries

AS A RESULT of the recent interruption in the postal service no figures on Deliveries and Orders in the Enginering Industries will be released by the Department of Trade and Industry in March.

The next release containing figures for January and February 1971 will be published on or about April 26.

The value of sales by:	4th quarter 1970		November 1970		December 1970	
	Index No. 1965 = 100	Percentage increase	Index No. 1965 = 100	Percentage increase	Index No. 1965 = 100	Percentage increase
All kinds of business	129	6	123	7	143	6
Food shops	132	4	134	5	139	7
Non-food shops	127	8	117	8	146	6
Of which:						
Clothing and footwear shops	137	10	130	6	155	8
Durable goods shops	134	15	123	15	142	11
Miscellaneous non-food shops	118	7	110	8	133	6
Department and general stores	136	3	112	5	182	3

Exhibitions and Fairs

British scientific instrument makers active at Pittsburgh show

A report from R. F. Gash, Consul (Commercial), British Consulate-General, Cleveland

A GROUP of nine British companies, under the sponsorship of the Scientific Instrument Manufacturers Association and the Department of Trade and Industry, participated in a 'first ever' joint venture at the Pittsburgh Conference on Analytical Chemistry and Allied Spectroscopy (February 28-March 5).

Although still known throughout the scientific world as the 'Pittsburgh Show', the conference which began in Pittsburgh in 1950 was forced to move to Cleveland in 1968 when a labour strike made the availability of the Pittsburgh site uncertain. Since then it has been held annually in Cleveland and is now generally held to be the largest conference of its type in the world.

The exhibition, which runs concurrently with the conference, is therefore of prime importance for manufacturers of scientific equipment and instrumentation and provides an excellent show place for the approximately 7,000 scientists and engineers who come to hear the scientific papers, which this year were presented by authors from 12 countries.

International flavour

For the first time ever the show was designated an International Trade Fair by the United States Department of Commerce and British manufacturers were particularly well represented. AEI Scientific Instruments Ltd., whose exhibit drew a great deal of attention, were showing two of the leading instruments in the spectroscopy field – a double beam mass spectrometer and an electron spectrometer, which were featured with an automatic data acquisition system.

Among other interesting exhibits, Image Analysing Computers Ltd. were showing new modules for their Quantimet 720 image analysing computer and a module performing pattern recognition tasks was drawing particular attention.

Another company, Grant Instruments (Cambridge) Ltd., were exhibiting oil baths, low temperature cooler units and circulators and a further Cambridge company, Techne (Cambridge) Ltd., were showing 'Dri-Block' dry heat constant temperature units designed to give accurately controlled even heating to samples in test tubes.

Both Grant Instruments and Techne were showing in support of the United States marketing outlets for the heating and temperature control equipments.

Vickers Instruments were showing an integrating scanning microdensitometer and a photographic research microscope in conjunction with their United States company which is based in Malden, Massachusetts.

A Hornchurch, Essex, company, Optro Ltd., were showing various accessories suitable for use with single and double beam spectrophotometers and their 'Complipak', a kit of infra-red accessories packed in a small easily transported case, was extremely well received.

Smallest in the world?

Servomex Ltd., from Crowborough, Sussex, displayed industrial oxygen analysers and gas chromatography for both laboratory and industrial applications. Their MK 158 Thermal Conductivity Detector, which the company makes under license from BP Chemicals Ltd., and is believed to be the smallest and most sensitive instrument of its kind in the world, was attracting a great deal of attention.

Perkin-Elmer Ltd. were exhibiting their photo-electron spectrometer in close proximity to a spacious stand occupied by their American colleagues of the Perkin-Elmer Corporation.

Making up the companies exhibiting as a British group, Electrothermal Engineering Ltd. were exhibiting their laboratory heating mantles, Kjeldahn digestion units, heating tapes and other thermal control devices which the British company actively markets in the United States.

Other British exhibitors

Apart from the sponsored group, other British firms showing their products included Rank Precision Industries Ltd. who were showing instruments made by the Hilger and Watts Analytic Division, and Baird Atomic Ltd. whose Fluoripoint Spectrofluorimeter was displayed on the stand of their United States affiliate company.

Pye-Unicam Ltd. had their instruments well displayed on the stand of their United States affiliate marketing company and scientific text books and publications by Permagon Press were also well in evidence on the stand of Permagon Press Inc.

Decca Radar Ltd. were displaying a range of highly sophisticated radio-frequency spectroscopy instruments in conjunction with their Canadian company and other British instruments displayed at the show included the Model 240 Absorption Meter made by Evans Electroselenium Ltd. microscopes made by Gilbert & Sibert Ltd. and balances made by Stanton Instruments Ltd.

There was a significant increase in the number of exhibitors, 330, over 1970 and the attendance was only slightly affected by the contraction in the United States research and development programmes. In fact, most attendees would agree that it was difficult to assimilate all the new and interesting instruments and products on display.

The British Ambassador to Belgium, Sir John Beith (left) is seen here during British Day at the Brussels Building Exhibition. With him is Mr. Richard Hermon, Director of The Building Materials Export Group. (*Trade and Industry, March* 17, *page* 612).

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The best of British design for Paris exhibition

FROM APRIL 1, the Union Jack will be seen high upon the windows of Pavillon de Marsan, Palais du Louvre, in the Rue de Rivoli. An exhibition called 'L'Idée et la Forme – design en Grande Bretagne' opens at the Centre de Création Industrielle and shows how designers influence all aspects of life in Britain today.

The broad environment in which people live, work or play, glittering products of advanced technology, exciting fashions from London, consumer goods used everyday – all come within the orbit of designers and so within the scope of this exhibition.

The story unfolds in a series of areas, linked by a stylized Union Jack motif, designed by Britain's well-known design team – Crosby/Fletcher/Forbes, who are also the co-ordinating designers for the whole exhibition.

The environment is dealt with first. This comprehensive display features the Lillington Street housing scheme in Pimlico in some detail, as it presents a humane solution to the problems of providing high density housing in an existing older area, while preserving the community spirit. Other aspects of the environment are also featured; such as different solutions to the problems of housing, building for work, education or leisure, or simply for living in cities.

Next the visitor enters a section which features a great diversity of technical and engineering products. These exhibits, from the tiny McArthur microscope to the rugged Range-Rover car have as the common feature excellence of design.

Co-ordinated design

Following this is the design story of British Rail, told mainly with the aid of multi-screen projection techniques, but supported by models and actual items from the co-ordinated design range of this large contemporary transport undertaking.

In complete contrast and in a much softer mood, next comes a cross-section of the London fashion scene. The work of trend-setting designers such as Zandra Rhodes, Ossie Clark and Mr. Freedom among others, is arranged in an open area. A selection of jewellery by some of Britain's most original designer-craftsmen is also displayed, including the work of Gerda Flockinger who has just had a highly successful exhibition at London's Victoria and Albert Museum.

Next in sequence is a display of contemporary graphic publicity in various media, shown on films and slides projected onto a number of screens.

Finally, on this first level, the education of young designers in Britain's 142 Art and Design Schools is shown. After a brief explanation of how design education functions in Britain, the space divides to illustrate two different but complementary approaches to the teaching of design. The first half shows a project done by students at the Royal College of Art, where the subject was simply, 'man'. No constraints were placed on the students; they could interpret the subject in any way they liked.

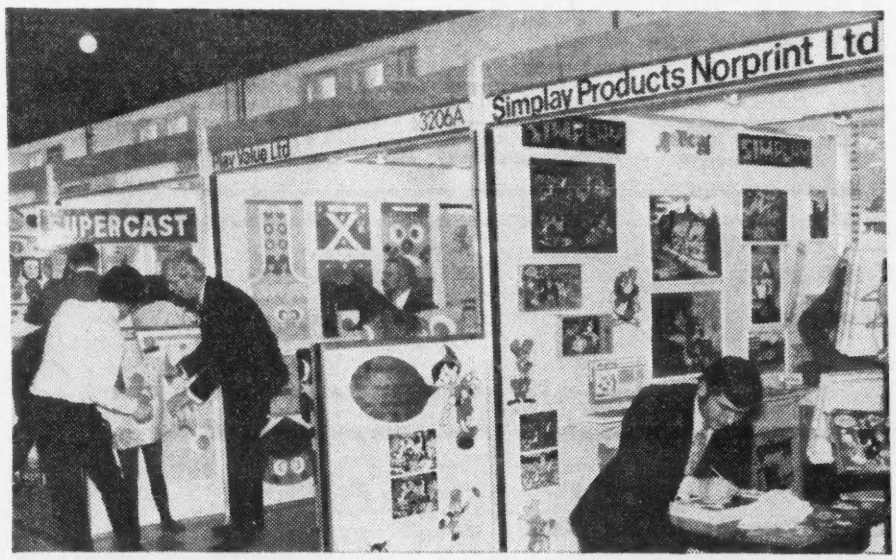
On the other side, are three projects; two by students at the Royal College of Art and one by students at Ravensbourne School of Art, in which a tight brief was given towards the solution of specific design problems and the students worked in a highly disciplined way.

Consumer goods

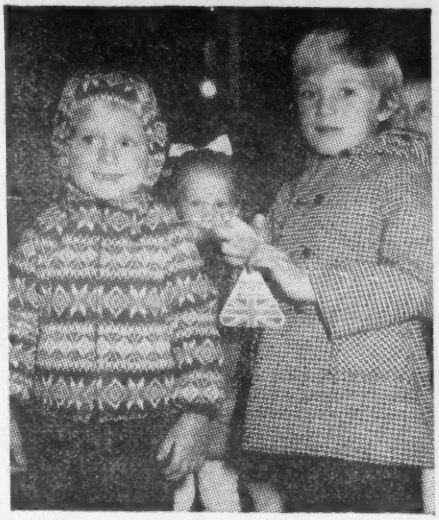
Following the Union Jack motif to the upper level, the visitor will next see a display from the London Design Centre of some 200 well-designed British consumer goods, including furniture, glass, pottery and metal tableware, toys, garden and workshop tools, fabrics and light fittings. All the exhibits are chosen from the Design Index; a record in photographic or sample form of some 10,000 items which have been selected on their design merit by independent committees. Some of the products on show will be available in the Paris shops and a special linking display of some of the items will be organized at the Paris store of Au Printemps during the run of the exhibition.

The last two sections on the upper floor show award-winning designs and explain the role and work of the Council of Industrial Design and the Society of Industrial Artists and Designers; the two organizations most responsible for gaining the recognition designers need, if they are to make a really valuable contribution to the life of a technological nation which also cares about human values.

The exhibition is produced for the Foreign and Commonwealth Office by the Central Office of Information with the co-operation of the Council of Industrial Design.



Over 100 British firms participated at this year's International Toy Fair in Nuremberg from February 5-12, providing once again the largest overseas contingent (Trade and Industry, February 24, page 418).



Children's clothes from Marks and Spencers were modelled at Haywrights.

Successful store promotions

A report from the British High Commission, Christchurch

FOR THIS promotion Haywrights concentrated their licensing entitlement on British products to the extent of some £45,000's worth of additional purchases from Britain, and having obtained the sole distribution franchise in New Zealand for the Marks and Spencer range, the promotion gave good coverage to their ready-made clothes for women and children.

Many of the other firms represented are household names in New Zealand as much as in Britain, but because of import licensing, it has not hitherto always been possible for the New Zealand buyer to view a complete range of any one company's products under one roof.

Viyella fabrics, footwear, bone china, porcelain, cut crystal glass, and fancy goods all excited tremendous interest, and early reports suggest that the New Zealand shopper has descended in strength upon the good things on offer from Britain.

The promotion got under way in Wellington when the Rt. Hon. J. R. Marshall, Deputy Prime Minister and Minister of Overseas Trade declared it open on Monday, March 1. Similar ceremonies were carried out in Christchurch by the Acting British High Commissioner, Mr. R. A. Daniell, and in Dunedin by Lord Hayter, the chairman of the Australia and New Zealand Committee of the British National Export Council.

Second-stream promotions are to follow in Masterton and in Napier – where the promotion will coincide with the visit of Princess Alexandra and Mr. Angus Ogilvy – in the North Island; Nelson, Blenheim, Timaru and Oamaru in the South Island.

First time

This is the first occasion a joint promotion with British Government support has been mounted in the South Island of New Zealand, and as far as the Wellington presentation is concerned, only the second occasion in the North Island.

The promotion really seems to have caught the imagination of the shopping public and Haywrights say that this enthusiasm is reflected in the increased sales – during the first five days in Wellington and Christchurch they were up by over 20 per cent compared with the corresponding week last year. Advertising both in the press and on commercial radio seems to have paid off, as attendance at all stores has been exceptionally high.

Favourable interest shown in British products at Utrecht International Heating, Ventilation and Refrigeration Exhibition

A report from the British Embassy (Commercial Department), The Hague

THIS EXHIBITION in the Marijke, Margriet, Irene and Bernhard halls of the Royal Netherlands Industries Fair's complex was the first trade fair in this specialized field organized by the fair authorities in collaboration with the Co-ordinating Committees for Central Heating Refrigeration and Air-Conditioning. In 1969, the exhibits of equipment in these categories formed part of the 'Building and Heating' exhibitions.

The range of goods and services covered all aspects of heating, refrigeration and air-treatment except domestic refrigeration, and included machinery and apparatus for central heating and air treatment, control and safety equipment, boilers and tools and insulating materials.

Some 250 Dutch and foreign companies were exhibiting their products and occupied a net stand area of 255,000 sq. ft. For comparison, this sector of the Building and Heating Exhibition in 1969 was composed of 189 standholders, occupying 140,000 sq. ft. British manufacturers were well represented, the products of some 50 British companies being displayed.

Total turnover

At the opening of the fair, the Dutch Minister for Economic Affairs declared that the total turnover of Dutch manufacturers of radiators, central heating, boilers, air treatment equipment and space heating apparatus as well as industrial refrigeration equipment amounted to fls 360 million in 1968, the latest period for which statistics were available.

He advised stronger co-operation in the heating industry in order to promote the production of high-quality goods, and promised that, given this co-operation among heating equipment manufacturers, the Dutch government would play its part in stimulating further progress in the industry.

Under the auspices of the Department of Trade and Industry the HEVAC Association sponsored a joint venture composed of seven firms. On attractive combined stands designed by the COI, incorporating an information stand, the products displayed included burners, insulated chimneys, oil-fired space heaters, fan convectors, compression fittings, dehumidifiers and fan motors.

The joint venture participants reported a favourable interest on the part of the largely professional visitors to their stands and were confident that good business would follow as a result of the contracts made at the exhibition.

Mr. G. L. Pearson, Counsellor (Commercial) at the British Embassy in The Hague toured the combined British stands on the morning of February 17.

The combined displays of British firms at the Utrecht International Heating, Ventilation and Refrigeration exhibition included an information stand.

Capital goods award winners in major CoID design

THE COUNCIL of Industrial Design is staging a major exhibition of capital goods from March 31-May 1 to show all the engineering products that have won CoID Design Awards. Called 'CoID Design Awards – Capital Goods', the display deals with five years of awards from 1967, including this year's winners which are to be announced on March 31.

The capital goods awards scheme covers all classes of industrial machinery, electrical and electronic equipment, scientific instruments, medical equipment and industrial and commercial road and rail transport. To be eligible, products must have been designed and made in Britain and have been in satisfactory use for a year.

Some of the award winners are displayed as actual products and others are portrayed by colour slides or models. Information panels give general company information associated with each product and descriptions of how each one operates with photographs showing the machines in use.

Where there have been significant developments in a product since it won an award, the winning model and the more recent version are shown, and the main design features are described: one which is likely to attract particular attention is the special version of the McArthur microscope designed specifically for students at the Open University which will be used in many homes throughout Britain.

The Design Centre exhibition will also show previous winners of the MacRobert Award, which is administered by the Council of Engineering Institutions and takes the form of an annual prize of £25,000 given for 'technological innovation which enhances the economic well-being of the United Kingdom.'

What to see at IPEX 71— more notes and news

IPEX 71 – The Twelfth International Printing and Allied Trades Exhibition at London's Olympia and Earls Court exhibition centres from July 13-24, will, claim the organizers, be the largest international printing exhibition held in Britain. Exhibitors from all parts of the world will introduce new machinery, equipment and materials and methods for the printing and related graphic arts industries of the 1970s.

Equipment on display will range from giant rotary book, magazine and newspaper presses, packaging presses printing on paper, foil or plastics, to small table-top printing machines for offset litho, letterpress and screen processes. Exhibits will also cover extra-large darkroom reproduction cameras, electronic colour scanners, digital cathode-ray-tube phototypesetting equipment and high-speed filmsetting machines as well as small enlargers, copying equipment, proofing units and display lettering devices.

IPEX 71 will provide a full survey of paper converting and finishing equipment, bindery and warehouse machinery and materials required for book, catalogue, magazine and newspaper production and for the handling of advertising and direct mail matter.

Papermakers and inkmakers from Britain and overseas will introduce the latest advances designed to aid faster quality and high-productivity printing.

Special attention will be paid to bringing about working economies and simplification, both by the provision of improved materials and by the offer of novel devices for presses and other equipment designed to permit higher production speeds and increased reliability and precision.

New welding equipment developments to be seen at Olympia

THE INTERNATIONAL Welding and Metal Fabrication Exhibition at Olympia from April 21-29, promises to be one of the most interesting exhibitions of its type yet staged in the United Kingdom.

Over 130 manufacturers from Australia, Austria, Germany, Holland, Italy, Japan, South Africa, Spain, Sweden, Switzerland, the United States and the United Kingdom will participate either directly or indirectly in the exhibition to show their skills in the production of both standard and specialized equipment.

The exhibition forms an integral part of the Engineering 71 complex of exhibitions which will also include the long-established London International Engineering and Marine Exhibition to be held at Earls Court during the same period.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

Hot pants were much in evidence at the second International Women's and Children's Clothing Exhibition in Zurich.

Repeat orders likely following Second International Women's and Children's Clothing Exhibition

A report from the British Consulate-General, Zurich

THE SECOND International Exhibition of women's and children's clothing took place in Zürich from March 7-9, and covered a gross area of about 8,000 square metres at the Zuspa permanent exhibition centre. In all, there were 170 exhibitors of which 43 were British companies participating in a joint venture under the auspices of the Clothing Export Council.

The British stands, attractively designed by the Central Office of Information, covered an area of over 1,200 square metres, filling half of an entire exhibition hall. They were well manned, throughout the exhibition.

In the main, only women's and children's clothing was displayed, but a small number of participants showed handbags, belts and other accessories. The 'young set' were well catered for, and there was no shortage of models in 'hot pants' as well as other trendy and fashionable outfits.

Trade buyers

Apart from the British venture, there were 102 Swiss companies exhibiting, the balance of exhibitors being made up of ten Austrian, six German, six French, two Finnish and one Italian. A major number of trade buyers visiting the Exhibition were Swiss, but a number also came from Italy, Germany, France and other European countries.

Swiss exhibitors in general seemed satisfied with orders taken and new accounts opened. British and other foreign exhibitors felt that the exhibition gave them an opportunity to renew existing contacts with Swiss buyers and to expand business by opening of new accounts. On the spot business seemed to be fair, and some British participants were pleased at the prospect of repeat orders being placed later in the year.

Eye catching displays

The design and layout of the British stands received praise from Swiss and other exhibitors, and by many visitors, and there was general agreement that products were well displayed.

Most of the British and Swiss participants thought it had been worthwhile exhibiting, but as this was a new exhibition it would probably require another two or three years to become firmly established.

It is a venture meriting support from the British clothing industry as Switzerland is now the most important market in the world for British women's and children's clothing, and our exports in those lines are increasing steadily.

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*Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01- 348 9876, *Ext.* 6147).

Mr. Anthony Grant at Cologne fair

A report from the Commercial Department, British Embassy, Bonn

THIS YEAR the former Spring Cologne Household Goods and Hardware Fair was divided into the 'Housewares and Domestic Appliances' Fair in February, and the 'Hardware' Fair in March. This step was taken because the fair authorities were no longer able to meet the demand of the many firms waiting to obtain space at this important international event.

The February fair, which took place in all 14 halls of the fairground, covered a net exhibition area of 780,270 square feet on which 1,294 direct exhibitors and another 188 represented firms from 29 countries showed their products. The March fair, with 718 plus 162 exhibitors from 22 countries, covered four halls with a net exhibition area of 280,590 square feet. The fairs were visited by 40,500 and 20,200 trade buyers respectively, including 9,100 and 4,750 foreign buyers respectively, both fairs lasted for four days each. The United Kingdom was the largest foreign contingent with 83 and 62 firms.

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, Department of Trade and Industry, talked to representatives of all British firms participating in the February event on six different joint venture stands. These were sponsored by the Department of Trade and Industry in conjunction with the Hardware Manufacturers Association (26 firms), the Birmingham Engineering and Building Centre (eight firms), the Association of Manufacturers of Domestic Electrical Appliances (six firms), the United Kingdom Cutlery and Silverware Manufacturers' Association (six firms), the British Artmetal Manufacturers Export Group (six firms) and the Council of Small Industries in Rural Areas (eight firms).

Mr. Grant was pleased to hear that all exhibitors praised the first-class quality and attractiveness of the British stands which were designed by the experienced team of the Central Office of Information.

(Continued on next page)

The British Domestic Appliances stand at the International Housewares exhibition, Cologne, attracted visitors from all over the world, and when the exhibition closed BDA had received dozens of inquiries. There was widespread interest in both the glass ceramic topped cookers and two-ring hob, claimed to be the only developed glass ceramic hob products seen at Cologne. Here Mr. Anthony Grant, Parliamentary Under-Secretary of State (Trade) (second left), and Mrs. Grant, are being shown the advantages of BDA's glass ceramic sunken hob by Mr. R. F. Salter, commercial director. Looking on (right) is Mr. J. Nimmo, director, BDA International Ltd.

Greater interest in United Kingdom hand tools

This was confirmed by the British exhibitors in the Hand Tool Section. They were overwhelmed with the number of genuine inquiries received and stated that the interest in their products was much greater and showed a considerable improvement over previous participations.

Timing too late for Horticultural Group

The 12 members of the Federation of British Horticultural Exporters were not quite happy with the timing of the fair in March which is too late for this particular branch of industry. This was also reflected in the absence of some of the important German manufacturers in this field. Nevertheless, most of the United Kingdom firms in this group reported a keen interest in their products. They met most of their European agents for useful discussions on their stands and established new contacts. Almost at the close of the fair, Elsworthy Electronics Ltd. received an inquiry from an important Scandinavian company which could possibly result in an order of £10,000. At the same time – virtually 20 minutes before the fair closed – Elsworthy concluded an agreement with a German manufacturer which is anticipated to result in substantial business.

Mr. Selby of Mountfield Ltd. was also still busy taking orders at the close of the fair. Due to the absence from the fair of some of the United Kingdom firm's competitors in the motor mower field, the United Kingdom firm was able to record highly satisfactory sales and orders during the exhibition.

The Cologne Fair authorities have announced that the forthcoming Household Goods and Hardware Fair next September will put special emphasis on the horticultural trade. The September event will have a much larger section in this field which will be extended to include horticultural chemicals and growers' products.

February fair 'satisfactory'

Representatives of industry and trade from the Federal Republic of Germany and other exhibiting foreign countries described the result of the fair as satisfactory. This opinion was shared by the British exhibitors, many of whom had received inquiries from West German and other foreign buyers. The best results among the British groups were achieved by the members of the Birmingham Engineering and Building Centre, who were able to record a fair number of requests for quotations for orders made to customers specifications. British firms under the auspices of COSIRA, who were newcomers to Cologne's Housewares Fair, were delighted with the many visitors who called on their stands and inquired about their goods.

Overseas visitors take in British food factories while attending Foodpack '71

WITH MORE than 2,000 new or improved products on show, Foodpack International 71, at Alexandra Palace, March 2-5, was 25 per cent larger than any of the six previous exhibitions in the series.

The exhibition featured British technical achievements in the food industry involving all aspects of manufacture, packaging, handling and distribution. It was also the 'launching pad' for new machinery, equipment and packaging materials from France, Germany, Holland, Italy, Norway, Switzerland, Sweden and the United States.

According to reports from many of the 140 exhibitors, the event was one of the most successful in terms of visitors' inquiries – despite pre-exhibition communication problems caused by the postal workers' strike in Britain.

Top-management executives and buyers came from 37 countries, some from as far afield as Australia, Japan, Mongolia, North and South America, and the Soviet Union.

Considerable interest was shown by all sections of the British food industry – the list including bakery, catering, confectionery, dairy produce, fruit and vegetables, meat, poultry, fish and soft drinks. Not only new products were in demand, but also new applications for established ones. Many exhibitors' products will shortly be in use or out on test in many parts of the world.

An important aspect of this year's show was the increased range of machinery and equipment compared with the 1968 event. Automatic packaging machines, for example, were demonstrated by 29 firms, as against 21 on the previous occasion. A wider range of vacuum packaging and shrink wrapping systems was also available. The exhibition also gave strong emphasis to in-store packing and produce packaging.

Special arrangements were made for overseas visitors to tour British food factories and research centres in different sectors of the food industry, including a supermarket. These extra-exhibition facilities were made possible through the co-operation of a number of leading firms and organizations, including Huntley & Palmer, Beecham Foods (Soft Drinks), Express Dairy, Fray Bentos (part of Brooke Bond Oxo), Wonder Bakery, Lord Rank Research Centre, and Sainsbury's (Chelsea supermarket).

Exhibitors report . . .

Here are some extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

Best single product

DECCA RADAR LTD. has received two awards – the Radar Award and the Design and Engineering Award – from the American National Marine Electronics Association at the New York Boat Show.

Decca has won a coveted NMEA award every year since 1966 and a dual award for the last four years. This time, the only other non-American winner of a NMEA award was the Norwegian firm Simonsen Radio AS, for whom Decca act as agent for echo-sounders in the United Kingdom.

The Radar Award is presented for 'the best single product, based on performance and reliability' and went to the Super 101 small boat radar.

The Design and Engineering Award was given to the whole Decca Radar Company for 'the continued excellence of design, performance and reliability of its whole range of radars'.

Magnetic workholding devices

JAMES NEILL (Sheffield) Ltd. will feature a wide range of magnetic workholding devices at the SME Philadelphia Exhibition – April 26-30.

Sponsored by the American Society of Manufacturing Engineers, the exhibition will offer James Neill – at booth 2749 – the opportunity of also showing, in the British section of the exhibition under the auspices of the British Machine Tool Trades Association, a wide range of 'Eclipse' engineers' hand tools, including the recently launched 20T hacksaw frame.

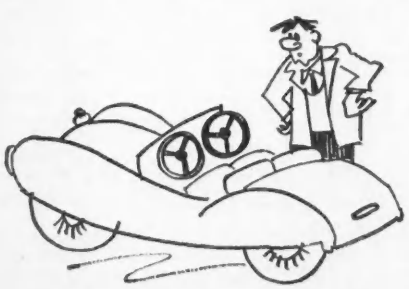
Flextube on joint display stand

FLEXTUBE LTD. will be exhibiting on the joint display stand No. 201/205 of the AHEM (Association of Hydraulic Equipment Manufacturers Ltd.), organized by the Department of Trade and Industry, in Hall 17A of this year's Hanover Fair from April 22-30

As specialists in the field of reinforced synthetic rubber flexible hose assemblies, swivel and rotary joints and other related hydraulic and pneumatic pipe components, Flextube will be exhibiting a wide range of this equipment developed for specialized applications.

In addition, Flextube will also be showing hydraulic and pneumatic components in stainless steel and other high strength alloys for extremes of operating temperatures.

Ever been misunderstood?



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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

LESOTHO

THE OVERSEAS Development Administration is to finance a telecommunication study on behalf of the Government of Lesotho. This will be carried out by the Crown Agents for Overseas Governments in London and their experts are in Northern Lesotho to suggest the most suitable system of VHF radio links.

An expert is to plan a VHF multi-channel radio telephone system which will inter-connect the proposed water development project area and diamond mining undertakings with the main national trunk telephone network. He is also to recommend the most suitable equipment configuration to ensure that a complete and fully engineered system is provided for, including all radio and multiplex equipment, masts, aerials, power supplies and ancillary equipment.

THE GAMBIA

THE OVERSEAS Development Administration is to finance a telecommunications study on behalf of the Government of the Gambia. This will be carried out by the Crown Agents for Overseas Governments in London; their expert is in the Gambia to advise on the requirements for the telephone, telegraph and telex services.

The British expert will examine the present and possible future telecommunications development in the whole country, including existing equipment and schemes already proposed. He is to prepare technical specifications and tender documentation for the supply of any recommended equipment as well as estimates for the capital and installation costs.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3338), quoting reference number CRE 22135.

ECGD backing for export contracts

Cane Sugar Factory for Tanzania

THE EXPORTS Credits Guarantee Department signed a Buyer Credit Guarantee on March 10 covering the financing of a contract for the supply of plant and associated services for a cane sugar factory to be constructed at Mtibwa, Tanzania.

The contract, worth £2.53 million, is between Fletcher and Stewart Ltd., of Derby and Mtibwa Sugar Estates Ltd., of Dar-es-Salaam. In addition to the supply of plant and equipment Fletcher and Stewart will be responsible for the supervision of erection and commissioning of the new factory. The factory is expected to be commissioned in May 1973.

A loan for 85 per cent of the contract value is being made available to the Tanzanian National Agricultural and Food Corporation by Williams & Glyn's Ltd., acting on behalf of themselves and National Westminster Bank Ltd. The loan is repayable over a period of 10 years.

Double taxation

ISRAEL

THE BOARD of Inland Revenue announce that a Protocol amending the United Kingdom–Israel Double Taxation Convention was ratified on February 22, 1971 and will shortly be published as a Schedule to an Order in Council.

EFTA documentation: revision of EFTA Form 2

EXPORTERS will be pleased to hear that a simplified EFTA Form 2 will be available for use from April 1. The present form requires both the producer and the exporter to give a declaration but on the new form it will only be necessary for the exporter to give one. He will, however, have to obtain evidence of origin from the producer and will have to state on the reverse of the form the name and address of the producer and the date on which the evidence was supplied.

The new form will make things easier for exporters who buy regularly from the same producers or who buy large quantities of goods which they export in smaller batches since they will no longer have to obtain a separate declaration from their supplier for each exportation.

The evidence which must be obtained from the producer by the exporter (and retained by him) can be in the form of one of the declarations shown on page 164 of the new EFTA Compendium (Appendix 3). Alternatively, EFTA Form 1 can be used, or the appropriate EFTA invoice declaration, in conjunction with the invoice for the goods. In the latter case the producer making the declaration should delete the words 'and exporter' in the first line ('I, the undersigned, being the producer *and exporter* of the goods . . . ') and endorse the declaration 'Not issued for EFTA tariff treatment'.

The superseded Form 2 can be used, if desired, until September 30, 1971 but it will still be necessary for exporters using it to obtain a declaration from the producer of the goods on each form.

The new EFTA Form 2 will be available from HMSO bookshops and certain large commercial printers. Any inquiries regarding this notice should be addressed to Commercial Relations and Exports Division, Room 376, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2301 or 2302).

France and East Germany

THE FRENCH *Moniteur du Commerce International* of January 25 announced that a protocol to the long-term Trade Arrangement of January 28, 1970 between the French Centre National du Commerce Extérieur and the East German Office for External Economic Relations was signed in Paris on December 18, 1970.

The protocol regulates trade between the two countries for the year 1971. East German exports to France will include horses for slaughter, agricultural machinery, machine tools, printing machinery, measuring instruments and laboratory articles, mechanical appliances for public works, cables and chemical products. French exports to East Germany will include agricultural products, plant and industrial equipment, consumer goods and semi-processed goods.

A copy of the protocol in French may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

France and Bulgaria

THE FRENCH *Moniteur du Commerce International* of February 15 announced that a protocol to the long-term Trade Arrangement of January 23, 1970 between France and Bulgaria was signed in Paris on February 2, 1971.

The protocol regulates trade between the two countries for the calendar year of 1971. Bulgarian exports to France will include sheep, fruits and vegetables, other agricultural products, chemical

products, agricultural and other mechanical equipment, fabrics and knitwear, electrical and electronic equipment and spare parts thereof.

A copy of the protocol in French may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

Mali and the USSR

ON JANUARY 30 a new agreement of protocol on the commercial exchanges between Mali and the USSR was signed for the year 1971. In the terms of this protocol the USSR will free all industrial products such as machines, equipment, automobile tyres, sugar, flour, medicines and medical equipment for Mali.

On her side Mali has undertaken to supply the USSR essentially with agricultural products and their derivatives (decorticated ground nuts; concentrates of tomatoes, fruit juices).

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

£10 million credit for Brazil

BRAZILIAN SHIPYARDS are expected to place orders worth up to £10 million with British manufacturers of marine equipment under a line of credit negotiated by ECGD and Hambros Bank Ltd. with officials of Superintendencia Nacional Da Marinha Mercante (SUNAMAM) of Brazil.

The financial agreement covering the credit was signed in London on March 12 by Commandante Cordeiro De Mello, president of Superintendencia Nacional Da Marinha Mercante and by Mr. J. E. Norton on behalf of Hambros Bank Ltd., acting for a syndicate of London clearing and Scottish banks comprising Bank of Scotland, Barclays Bank Ltd., Clydesdale Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd., The Royal Bank of Scotland Ltd. and Williams and Glyn's Bank Ltd. The ECGD guarantee of this credit was signed by Mr. J. Gill, assistant secretary in the Export Credits Guarantee Department.

Under the credit Brazilian shipyards will be able to purchase a wide range of marine equipment and associated services to fulfil their current shipbuilding programme. The credit will be available over the next 18 months for contracts down to a minimum value of £5,000, thus enabling smaller as well as larger manufacturers to take advantage of the favourable terms of the credit. The loan is repayable over a period of seven and a half years with the first instalment due in early 1973.

The credit will cover 85 per cent of the United Kingdom element of any individual contract at the fixed rate of interest agreed by the banks for ECGD-guaranteed medium-term business, currently 7 per cent. The balance will be paid from the buyer's own resources and will include at least a 7½ per cent downpayment at signature of contract and a further 7½ per cent on or before shipment.

In addition to the finance provided for United Kingdom supplies, a further 15 per cent of the value of the United Kingdom content of each contract will be made available to the Brazilian borrower towards payment of local costs incurred in installing British goods supplied under the credit

Contracts to be financed from the credit will be nominated by SUNAMAM, but access will be confined to ECGD comprehensive policyholders unless the contracts would normally qualify for specific cover.

Nigeria—new patents and designs legislation

NIGERIA HAS repealed the Registration of United Kingdom Patents Act and the United Kingdom Designs (Protection) Act and replaced them with the Patents and Designs Decree 1970 which comes into operation on April 1, 1971.

Under the new law it will no longer be possible to obtain grants of patents as confirmation of United Kingdom patents or protection of designs on the basis of United Kingdom registrations. Transitional arrangements, however, provide that patents granted under the old law and in existence at the operative date will be treated as if granted under the new Decree and will also retain their old expiry date. Designs protected at the operative date will retain this protection for a period of 12 months from this date, or, if application is made for registration of these designs under the new Decree, until such application is disposed of. Proprietors of existing registered designs in the United Kingdom who wish to retain protection of their designs in Nigeria are strongly recommended to apply for registration in Nigeria under the new Decree by March 31, 1972.

The term of patents granted under the Decree will be 20 years subject to payment of prescribed fees and the terms of designs registered will be five years, the registrations being renewable for two further consecutive periods of five years, subject to payment of prescribed fees.

A copy of the Decree is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, WC2A 1AY.

ECGD guarantee £30 million nuclear power station equipment order

DETAILS OF their £30 million share in a nuclear export order from Korea Electric Co. have been announced by the General Electric Co. Ltd. and George Wimpey and Co Ltd. It is the first major power reactor equipment export order to come to Britain for over ten years.

This order represents approximately half the total contract for the Republic of Korea's first nuclear power station situated at Ko-Ri, 200 miles south-east of Seoul.

Work on this 600 MW project, due for completion in December, 1975, has started and is being undertaken by the British firms in association with the Westinghouse Electric International Co., who will supply the basic pressurized water reactor system and the fuel.

Product companies, which are members of GEC Power Engineering Ltd., will provide most of the conventional plant and part of the reactor auxiliary equipment for this station.

GEC Reactor Equipment Ltd. will design, supply and erect the reactor auxiliary equipment, the reactor containment, and support systems essential to the reliable working of the nuclear steam supply system. GEC Reactor Equipment Ltd. will also erect the basic reactor equipment supplied by Westinghouse.

Power will be generated by a single 600 MW, 1800 rpm, tandem compound reheat turbine-generator supplied and erected by English Electric-AEI Turbine Generators Ltd. The transformers, switchgear, emergency supplies and all the auxiliary systems associated with the power station will be designed and supplied by other member companies of GEC Power Engineering Ltd.

George Wimpey will have responsibility for the civil engineering, the design of which is being undertaken in collaboration with consulting engineers W. S. Atkins and Partners. Wimpey will erect the concrete shield structure, auxiliary buildings, turbine hall and offices.

All work in the United Kingdom and in Korea being undertaken by the British companies will be co-ordinated by the Projects Division of English Electric-AEI Turbine Generators Ltd. which was set up to co-ordinate the design, supply and installation of complete power stations for industry and power utilities.

To support this project a financial agreement for £25.2 million has been signed recently by Lazards Brothers and Co. Ltd. and the Korea Electric Co. This provides finance for the contracts awarded to the British firms.

The loan, supported by a guarantee of the Export Credits Guarantee Department, is being made available by a consortium of British clearing banks comprising: The Bank of Scotland, Barclays, Lloyds, Midland, National Westminster and Williams and Glyn's. This agreement is the second arranged recently by Lazards for a Korean project.

New telex facilities at British Embassy in Washington

A TELEX MACHINE has recently been installed in the Commercial Department of the British Embassy, in Washington, so that British firms can if necessary telex directly to the Commercial Department. The number is 89 2580 and the answer back is Brittrade Washington. The machine will be manned during normal office hours, Monday to Friday, from 0900 to 1730 eastern daylight time i.e. 1400 to 2230 hours GMT.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the January 13 *issue of* Trade and Industry. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page* 445, *March* 3 *issue of* Trade and Industry) *or the Export Services Division, Export House,* 50 *Ludgate Hill, London EC4M 7HU (Tel.* 01-248 5757).

OUTWARD MISSIONS

Pleased with mission results

THE Engineering Industries Association trade mission to South Africa, known as Engtrade 14, recently returned to Britain. The 18 members, under the leadership of Mr. Frank Smith, managing director of F. Bamford and Co. Ltd., marine propeller manufacturers of Stockport, were pleased with the results achieved. Firm orders were taken for a variety of engineering products, including milling machines, ship's propellers, valves, measuring equipment, a wide range of machine tools and fabric knitting machines, bakers' ovens, rock drills, band saws, lifts, electrical equipment and electrical road vehicles to the value of £240,000. Inquiries and long-term orders were recorded at £819,000.

The mission was in South Africa for two weeks and delegates report that they were well received wherever they went.

Visit to California

THE Export Council for the jewellery and giftware industries is sponsoring a trade mission (led by Mr. Elkan Simons, chairman) of 25 members to California from March 19 to April 4, and a group of eight participants will subsequently spend a week in Canada.

The mission – comprising manufacturers of jewellery, giftware products, fashion accessories and other wares – is in support of the BNEC 'Target California' trade drive. Displays of samples have been arranged in San Francisco and Los Angeles.

Visiting Middle East

THE Hull branch of the Institute of Export is currently engaged on a trade mission to Saudi Arabia, Kuwait, the Gulf States and Lebanon. The 14-man mission is being led by Mr. D. A. R. Smith, export director of Storry, Smithson & Co. Ltd.

Whetting American appetites

THE British Food Export Council recently sponsored a mission to the United States. The mission, representing 23 firms in the food and drink industry, visited New York, Los Angeles and San Francisco, hosting a reception at each centre and also staging a Food Fair at San Francisco as a joint venture with the Department of Trade and Industry.

The mission (*reports the British Trade Development Office, New York*) hosted a lunchtime reception at the Will Shakespeare Pub in Greenwich Village, a picturesque part of New York. Modelled on the traditional English pub, the venue proved an admirable backdrop to the mouth-watering array of British foods and beverages represented on the mission, offering the guests a wide range of lines, some of them new to the market.

Over 120 guests attended the luncheon reception, including local and regional food and drink importers and distributors together with a number of representatives of the trade press. The guests spoke highly of the cheese, biscuits, haggis, steak and kidney pie, pickled onions, smoke salmon, whisky, sherry and beer they were able to sample while discussing business with their American guests.

After the reception, members followed their individual programmes in New York and other cities until they arrived in Los Angeles to begin the Californian part of their mission. The centrepiece of their stay in Southern California was a luncheon at the Ambassador Hotel which they co-hosted with HM Consul-General and Mrs. Andrew Franklin. For the occasion the members transformed the reception area into a showcase for British food and drink products for the benefit of 150 guests drawn from the press, TV and radio as well as the local food and drink industry. Everyone was delighted to welcome as guest of honour Miss Diana Rigg, of 'Avengers' fame.

From Los Angeles the members flew north to San Francisco to offer a colourful display with samples of British food and drink.

The Food Fair was staged amid the elegant surroundings of the Monterey Suite in the Sir Francis Drake Hotel in downtown San Francisco. The opening event was a buffet luncheon in the hotel which was attended by about 200 guests representing department stores, supermarkets, the press and the food trade. The guests were welcomed by HM Consul-General, Mr. James Murray, and Mr. W. P. Bowman, leader of the group.

The San Francisco manifestation was of particular significance in the light of the forthcoming major British Week to be held from October 1-9 this year.

SBTC mission to China

MR. JOHN KESWICK, president of the Sino-British Trade Council, will lead a team from the council which is to visit China during April and May. Other members of the team will be Mr. K. J. C. May, member of the council; Mr. P. S. Marshall (Chinese secretary), and Mr. N. F. Webb (secretary-general).

The tour, which is a follow-up to an earlier mission in November 1970, is being undertaken to strengthen United Kingdom-China commercial ties generally, and to try to identify opportunities for British manufacturers in China's plans for industrial and economic expansion. Mr. Marshall will spend some time at the Kwangchow Fair and will be available to advise and help British businessmen. All members will go to Peking, and it is hoped that it will be possible to travel to other industrial centres.

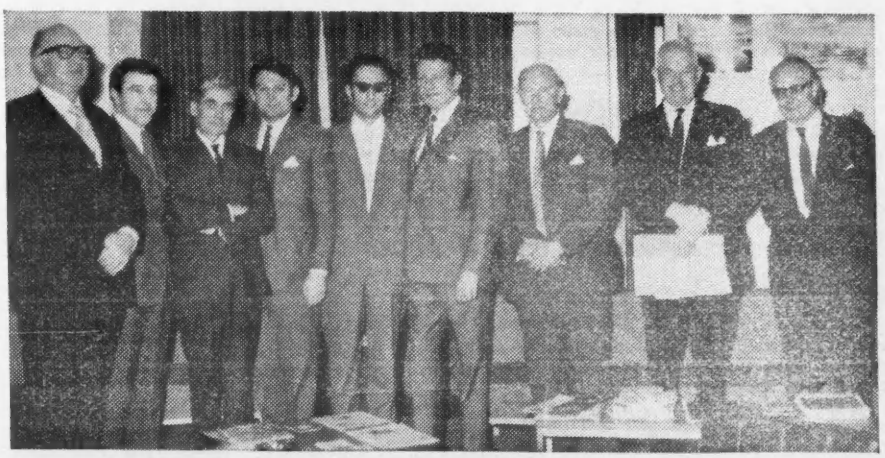
The SBTC has contacted various trade associations and it is expected that briefing meetings will be arranged on a group or individual basis. Mr. May will be available for briefing until Easter and Mr. Webb until the end of April. Interested parties who have points to raise are invited to contact Mr. N. F. Webb at the SBTC Secretariat, 25 Queen Anne's Gate, London, S.W.1 (Tel. 01-930 9545).

Visit to Kuwait and Gulf States

As a further step in its extensive programme of export promotion, the Lighting Industry Federation announces the recent departure of a 14-day sales mission to Kuwait, Bahrain and Dubai. Organized as part of the British trade drive in Kuwait and the Gulf States, the mission – sponsored jointly with the British National Export Council – is a follow-up to the highly successful mission to Iran, Iraq and Saudi Arabia last September. The following companies are participating: Abacus Municipal Ltd., Concrete Utilities Ltd., Conelight Ltd., GEC (Lamps & Lighting) Ltd., Hume Atkins (Lighting) Ltd., Luxram Electric Ltd., Relite Electric Ltd., Thorn Lighting Ltd., and Rubbaglas Ltd.

Products covered by the mission are electric lighting fittings and lamps for all applications, plus street lighting columns and lanterns and certain specialized rubber products. Leader of the mission is Mr. Bernard Pearsall, sales director of Relite Electric Ltd. and chairman of the Federation's export committee.

Certain members of the mission will visit other countries after the main contingent returns to the United Kingdom.



A 13*-man trade mission of the British Hosiery and Knitwear Export Group visited the Lebanon recently. Some members of the mission are seen in this picture after a briefing session at the British Embassy in Beirut. Fourth from the left is Mr. A. R. Bicknell, director and secretary of the BHKEG, and mission leader. On the extreme right is Mr. N. G. S. Beckett, First Secretary (Commercial) at the Embassy.*

Follow-up mission for BA70

A SPECIAL MISSION to Argentina is being organized in April by BNEC Latin America to give exhibitors at November's British Industrial Exhibition in Buenos Aires an opportunity to exploit the contacts made at the promotion. Leading the mission of 25 to 30 businessmen will be Mr. James Longmore, chairman of BNEC Latin America and executive director of the Bank of London and South America.

The mission list is still open and companies who were at BA70 and have not heard from the BNEC committee due to the postal disruption are invited to contact BNEC Latin America as soon as possible.

The mission will be in Argentina from April 16 to April 30.

EXPORT TOURS

Exploring EEC prospects

MR. A. W. D. MARSHALL and Mr. C. D. Belcher leave on April 19 for a week's market survey of Germany. Each is a partner in a firm belonging to a consortium of seven firms – the Consulting Engineers Consortium of London – formed three years ago to provide housing services to London boroughs. The consortium, which provides a comprehensive consultancy service in civil engineering, has decided to explore market prospects in EEC countries and the proposed tour of Germany is the first step in this direction.

Back from France – off to Italy

MR. E. L'ESTRANGE, of Poly Products (Midlands) Ltd., export agents, Derby, leaves on March 28 for Italy. He will be surveying market prospects for defibrillators and flashng light traffic beacons. Recently he returned from a visit to France on behalf of the manufacturer of these products.

Knitwear drive in America and Canada

MR. GEORGE PENMAN, sales director of Peter Scott & Co. Ltd., Hawick, Scotland, left recently for a month's visit to the United States and Canada. The trip – organized by the Scottish Export Council – is part of the British trade drive in California. Nineteen manufacturers are represented on the visit, covering a number of typical Scottish industries, including the well-known Peter Scott knitwear range.

Mr. Penman proposed spending the first week calling on buyers in California before joining agents in Vancouver, Toronto and New York for the second part of the tour.

Thirtieth sales trip

THREE executives from steel founders F. H. Lloyd and Co. Ltd., Wednesbury, Staffs., left recently on a 10-day sales trip to the United States and Canada.

Mr. Fred Danks, joint-managing director, Mr. Trevor Jarvis, methods manager, and Mr. David Marsh, commercial sales manager, are visiting existing and potential customers in Toronto, Chicago, Milwaukee, Indianapolis, Detroit, Montreal and other centres.

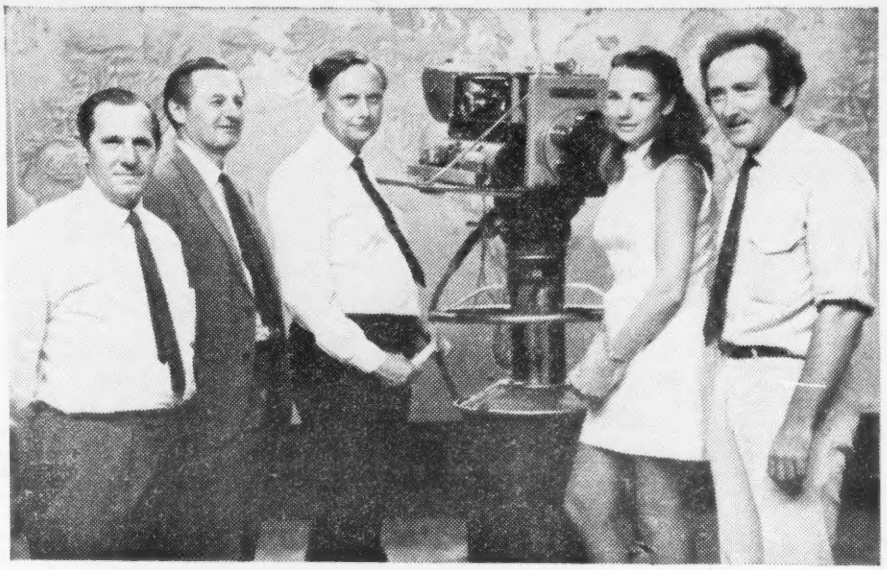
The visit is the thirtieth to be made by the company since 1954, half of them being made since regular trading began in 1966.

Success in Japan

BARWELL ENGINEERING LTD., rubber processing equipment manufacturers of Swavesey, Cambridge, are believers in close liaison with their agents. Last August, Mr. David Norman, a member of their sales staff, went to Japan to finalize arrangements with an agent and has remained there for selling and as technical adviser.

Results are encouraging – orders have already been received for 15 precision preformers valued, with other equipment, at over £100,000.

In 1970 84 per cent of Barwell's production was sold overseas.



This photograph, taken in a studio of TCN9, Sydney, Australia, shows from left to right: Mr. Bill Webster, manager, EEV division, GEC-Elliott Automation Pty. Ltd.; Mr. Les Free, chief engineer of TCN9; Mr. Walter Turk, manager, phototube marketing from English Electric Valve Co. Ltd., Chelmsford; Miss Miri Craig, vision supervisor; and Mr. Barry Ford, engineer in charge of video operation. Mr. Turk and Mr. Webster were undertaking an extensive sales tour in order to introduce the newly formed EEV representation in Australia. TCN9 have been using EEV image orthicon television camera tubes for many years. The camera in the photograph contains a 3-in. image orthicon which has operated for more than 17,000 hours.

Middle East marketing drive

THE overseas division of Sanders and Forster Ltd., London, is undertaking a concentrated marketing drive in the Middle East to further already expanding sales of pre-engineered industrial steel buildings and structural steelwork.

Mr. Anthony J. Swain, an overseas sales executive, has embarked on a concentrated market survey and sales promotion programme in Saudi Arabia, Kuwait, Dubai, Abu Dhabi, Bahrain, Qatar and Lebanon.

Participating in a trade mission organized by the Hull and District Branch of the Institute of Exports, Mr. Swain will follow up some of the more promising sales leads, inspect current contracts and brief the company's agents on the company's latest structural steelwork developments.

Lecture in Hungary

MR. MICHAEL M. RUDDOCK, export director of H. H. Robertson (UK) Ltd., lectured on industrial corrosion as it affects steel-based building materials to a meeting of architects, technicians and government officials in Budapest's House of Technicalities on March 22, the opening date of the British Engineering Week. His talk was based on 30 years' world-wide experience of using Galbestos protected sheet steel to clad all types of industrial buildings.

In the past five years Galbestos has been supplied in increasing quantities to Eastern Europe for a variety of industrial uses, from exhibition halls to paper mills and tram sheds to Budapest's modern supermarket.

Extensive tour

MR. C. J. ROCHE, export sales manager of SKH Ltd., Prees, Whitchurch, Shropshire, left recently on an extensive tour, including Angola, Mozambique, Malawi, Ethiopia and the Southern Yemen. He will visit distributors and will also make market appraisals with a view to establishing new distributors.

European tour

MR. J. E. MCCORMICK, marketing director, Sifam Electrical Instrument Co. Ltd., meter manufacturers of Torquay, left recently on a three-week export promotion tour of Europe. Starting at the INEL exhibition in Basle, at which Sifam's new agent for Switzerland exhibited, he visited agents and customers in Germany, Holland and Belgium, returning through France, where the company hoped to appoint a new agent.

Currently exporting about 18 per cent of output, Sifam's immediate objective is to step this up to about 25 per cent during the next 12 months.

INWARD MISSION

Machine tool team here from New Zealand

AN 18-man buying mission of machine tool manufacturers and merchants from New Zealand will visit Britain for three weeks from April 4. Sponsored by the British National Export Council's Australia and New Zealand Committee, the mission follows the recommendations of an independent report on New Zealand published by the Committee last December. Members will see at first hand the latest developments in the British machine tool industry, visiting in London the International Engineering Show and Welding and Fabricating Show, also leading machine tool plants throughout Britain.

The mission, which was announced in Auckland by Lord Hayter, chairman of BNEC Australia and New Zealand, is the first inward machine tools mission from New Zealand to be sponsored by the Committee. It is led by Mr. A. S. Farrar.

Exports to New Zealand of British metalworking machinery in the year ended June, 1970, totalled £1.472 million, compared with £1.129 million in the previous 12 months.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Record exports

Exports of Chrysler United Kingdom cars during February 1971 were a record for any single month in the company's history– 16,398 cars and commercial vehicles were exported in built-up and component form, 2,353 units more than the previous best month, November 1970. Compared with the same month last year, exports in February rose by 4,315 units, an increase of 36 per cent. Exports for the first two months of 1971 totalled 29,845, an increase of 11,688 or 64 per cent over the first two months of 1970.

The February export figures included 9,182 built-up cars, including 7,508 Avengers (known in most export markets as the Sunbeam 1250/1500 and in America as the Plymouth Cricket). Cars shipped in component form totalled 6,004 and exports also included 418 built-up commercial vehicles and 794 shipped in component form.

The Avenger is also helping to improve the company's sales in Europe. In 1970 exports to EEC and EFTA countries increased by nearly 8,000 units to 19,394 – an increase of 70 per cent. The biggest gain was in the EFTA market where sales rose over twofold to 12,487 cars, again mainly due to the Avenger, which accounted for over 60 per cent of EFTA sales. Exports to Switzerland trebled to 3,642 cars; they increased four times to Austria to 3,970 cars; doubled to Denmark and rose 70 per cent to Norway.

Another European country where exports also showed a considerable improvement is Finland where, due to the popularity of the Imp and the Avenger, sales improved more than twofold to 4,219 cars.

Significant in this year's exports is the Plymouth Cricket, the North American version of the Hillman Avenger, which went on sale in America at the end of January. It is being very well received and the company expect to ship at least 40,000 Crickets to the United States in the next 12 months.

£600,000 plan for Sharjah

Cable and Wireless Ltd. will run the internal telecommunication system of Sharjah, one of the Trucial States.

Mr. Edgar G. L. Howitt, managing director of the company, said on his return from a visit to the Gulf: 'A new organization called the Sharjah State Telecommunications Administration has been formed with the object of building up a modern telecommunications system within the country.'

Initial plans provide for expansion costing £600,000.

Orders from Iraq and Finland

Two orders have been won by Cementation Chemicals Ltd., London. The first, for their 'Repelicone L' water repellent, is to be sent to the Building Research Centre project at Baghdad, Iraq. The second, from Finland, is for the company's 'Diamond Betonac' metallic flooring aggregate and 'Setcrete 16' liquid surface hardener to be used at the new Rauterrukki Oy steelworks.

Labgear Ltd. have received firm advance orders from 15 countries for their recently announced 'Compak-8' single sideband manpack radio transceiver. After valuation trials it is expected that many large orders will follow. Sierra Leone has already ordered a quantity of Compak-8 manpacks for use with its new communications system for the police. Picture shows Superintendent J. Tucker from Sierra Leone Police looking at one of the units with Mr. Colin Darkin, Labgear's regional export manager.

Ghana contract for buses

An all-metal single-decker bus built by Willowbrook Ltd., Loughborough, for Ghana successfully completed over a million miles in service on rural roads in Africa and won for Willowbrook an order for more buses worth over £250,000.

Mobile radiotelephones ordered

ITT Mobile Communications Ltd., London, have received an order for Star UHF radiotelephone equipment for use in a new urea fertilizer plant to be constructed at Lahore in Pakistan. The order, valued at about £8,000, has been placed by Dawood Hercules Chemical of America through their consultants, Fluor Corporation of Los Angeles, California. The equipment to be supplied comprises two fixed stations and 24 Starphone pocket radiotelephones, the latter being the intrinsically safe version, specially designed for use in explosive atmospheres.

£40,000 exchanges for Botswana

The second contract in a month for the installation of new telephone exchanges in Botswana has been awarded to the Plessey Telecommunications group by Crown Agents. Under the contract, three new exchanges worth nearly £40,000 will be installed to bring an automatic telephone service to three towns in Botswana.

The exchanges are to have 200 lines each and the equipment is to be manufactured at the group's Beeston (Nottingham) factory.

Pumps for Middle East oilfields

Orders received during 1970 by Mather & Platt Ltd., Manchester, for pipeline pumps totalled over £250,000. They included 17 units of the same size and type developed for high-speed operation. Fourteen of these pumps are destined for Kuwait, where they will join 17 similar units ordered during 1969.

Pre-print press for South Africa

The South African East London Daily Dispatch Pty. Ltd. have placed an order worth £330,000 with the printing machinery division of Baker Perkins Ltd., Peterborough, for a pre-print and magazine web-offset press.

The plant being supplied is the first order obtained by the company from a South African interest, and will be the tenth web-offset pre-print press made by Baker Perkins. It will consist of two Gemini Satellite units, a monocouple, two reelstands, a rewind stand and Pegasus folder for handling broadsheet, tabloid and magazine folds.

Before placing their order, executives of the *Daily Dispatch* made an exhaustive market search which took in South African installations and others in Europe and the United States.

Washing units for French tankers

A complete installation of Victor Pyrate automatic tank-washing units, manufactured by the Samuel Hodge group of companies at their Rainham factory (Victor Engineering), has been ordered for the French oil tanker 'Hermione', being built at St. Nazaire. The tanker, 220,000 tdw, will be fitted with 58 VP-Matic units, which are hydraulically driven by the main water flow to provide what is claimed to be the most up-to-date automatic cleaning equipment available for oil-carrying tanks. This order is valued at over £41,000.

The new order follows the successful completion of commissioning trials by the 125,000-ton 'Gilda', recently delivered to the same owners and also fitted with Victor Pyrate equipment (32 VP-Matic units with five portable control units for cycle operation) valued at £20,000.

1970 orders nearly £2.5 million

Nearly £2.5 million worth of export orders for steam and hot water package boilers were won by Thompson Cochran, the Glasgow-based package boiler division of the Clarke Chapman-John Thompson group, during 1970, an increase of 140 per cent on 1969 figures.

Principally due to the concentrated sales effort applied by the company in the penetration of new markets, the increase includes an order from Cuba for 350 boilers worth £1.3 million. This order is claimed to be the largest single contract for package boilers ever placed in Britain. Discounting this single order, the increase in order intake on the remaining £1.2 million is 15 per cent on the figures for 1969.

Orders were received from Algeria, Hong Kong, Nigeria, South Africa, Thailand, Sweden, Indonesia and the West Indies.

£50,000 contract from Malaysia

Pye TMC transmission division has received a £50,000 order from the Malaysian Posts, Telegraphs and Telecommunications Department for the supply of voice-frequency telegraph multiplex equipment. The order is part of a five-year agreement with the Malaysian Administration under which Pye TMC is contracted to provide equipment for the Malaysian national telex networks.

Multiplex equipment valued at more than £100,000 has been ordered as a result of the agreement which has now been in force for some 18 months.

£50,000 hospital equipment ordered

Following his return from a visit to the Middle East, Mr. Derek Bartlett, managing director of Medisco Equipment Ltd., Windsor, Berks, announced receipt of orders for hospital equipment worth £50,000. A major part is for two Venesta modular operating theatres to be installed in the new College of Medicine at the University of Mosul, Iraq.

Valves for Italy and Bulgaria

Serck Controls, Gloucester, have won their first important control valve order from Italy following an exhibition in Milan in November. Fast-acting valves will be supplied for diverting services on a new petrochemical plant in Southern Italy.

Control valves are also to be supplied by Serck Controls for a soda ash plant to be built in Bulgaria; the order, worth £27,000 and said to be the largest so far from Eastern Europe, is for delivery in early 1972.

Gas blowers for Algeria

Manufacturers of air and gas blowers and compresors, George Waller & Son Ltd., Stroud, Glos., have received an order for stainless steel gas blowers for use in Algeria. The £32,494 order for four Waller ethylene blowers is a new export first for Waller's who, a few months ago, launched a new world-wide sales drive.

The order was placed by CJB Ltd., London, who are building the GPL/condensate pipeline terminal within the framework of their turnkey contract.

Survival equipment for Danish Navy

An order worth over £60,000 has been placed with Burndept Electronics (ER) Ltd., Erith, Kent, on behalf of the Royal Danish Navy for search and rescue beacon equipment and electronic homing devices. The equipment will be installed in high-speed vessels for use in the Baltic and North Sea areas and waters around Greenland.

This equipment will bring the Danish Navy into line with the country's Air Force, which has a large fleet of rescue helicopters also using Burndept search and rescue equipment.

Similar Burndept units are currently in service with 30 military forces throughout the world, including the RAF; they are also employed by many civil airlines and an increasing number of marine users.

£2 million order from Soviet Union

An order worth more than £2 million has been announced by Rank Xerox Ltd. The contract, from Technopromimport, represents the largest single order to be received by the company from the Soviet Union and follows an order last year worth £1.2 million. The new contract is for 500 Rank Xerox copiers, duplicators and microfilm equipment of varying types, with spares and consumables.

Technical and operator training is being discussed with the customer, and this can be offered by Rank Xerox either in Moscow or at the company's East European training school in Czechoslovakia.

Eighth jet sold to Brazil

The sale of a Hawker Siddeley HS 125 Series 400 business jet to the Banco de Brasil brings the total order book to 239, of which 192 valued at over £50 million have been for export. This is the eighth HS 125 to be operated in Brazil – six are in service with the Brazilian Air Force and one is operated by the Government of Sao Paulo.

Among other Central and South American operators of the HS 125 are the President of Mexico, The Mexican Central Bank and the Argentine Navy.

Insulation contract from Athens

A contract for the new catering building at Athens Airport has been won by Foster Refrigeration (UK) Ltd., who will supply over 1,300 sq. ft. of prefabricated panelling incorporating 'Bibbifroth' – a liquid polyurethane foam system manufactured by Bibby Chemicals Ltd. The system has extremely low thermal conductivity and is unaffected by temperature changes from sub-zero to 300°F.

Further contracts at Lisbon and Frankfurt Airports will be completed this year.

£100,000 belting order from Finland

BTR Leyland Industries Ltd., Leyland, Lancs., have broken into the Finnish conveyor-belt market for the first time after securing an order for £100,000 to supply 'Silvercord' steel cord conveyor belting to the Outokummun Mining Company.

The order was won in the face of strong German and Japanese competition, and despite communication problems suffered through the Post Office workers' dispute.

BTR Leyland have also secured the contract for splicing and commissioning the belts.

Intensive overseas activity

For the third year in succession the Hydrovane Compressor Co. Ltd., Redditch, Worcs., report an export sales increase of 40 per cent. This continuous growth is due largely to the intensive overseas activity of the company's personnel – during 1970 nearly 100 man-weeks were spent visiting export markets – and the establishment of an efficient after-sales service and planned sales development programme.

£440,000 contract from Chile

Refractory materials for lining open-hearth steelmaking furnaces at the Chilean steelworks of Cia de Acero del Pacifico, in Huachipato, near Concepcion, are to be suplied by GR-Stein Refractories Ltd., of Sheffield, Yorks., and Bonnybridge, Scotland, in a contract valued at over £440,000. The order was placed through the Nitrate Corporation of Chile Ltd. GR-Stein are also supplying substantial tonnages of refractories for two calcimatic lime kilns at the same steelworks.

The contracts were won against competition from several important overseas suppliers.

Penetration of export market

Sales of the Plessey PTR377 airborne transmitter/receiver – claimed to be the world's most advanced airborne UHF/VHF communications equipment – now exceed £3 million.

The equipment, which recently entered full-scale production at the company's avionics division at Ilford, Essex, has been specified for the Jaguar and Harrier aircraft and new Westland helicopters. Penetration of the export market has begun and three orders from overseas air forces have been received, while others are currently being negotiated.

Hydraulic mill for Norway

A/S Nordisk Aluminiumindustri of Norway have ordered a high-speed, precision rolling mill and ancillary equipment from Loewy Robertson Engineering Co. Ltd., of Poole, Dorset (a Davy-Ashmore company). The 1,830-mm-wide single-stand cold mill will be installed in Nordisk's Holmestrand works near Oslo.

Madrid Metro buys ticket machines

Setright Registers Ltd., London, a member of the British Match group, have sold 20 ticket-issuing machines to the Madrid Metro. This is a £20,000 follow-up order to the 10 machines which the Metro bought for experimental purposes a year ago.

Orders for compressors

Orders worth £40,000 have been placed with Williams and James (Engineers) Ltd., Gloucester, for the supply of compressor sets to ARAMCO. The compressors will be installed and working soon in instrument air control in Arabian fields and in certain offshore rigs.

The company also announce further orders worth £40,000 for oil-free compressors for delivery to BIPM and for use in instrument control installations throughout the world. The rapidly-expanding oil market in Nigeria has opened the way for several of the contracts.

More equipment in the 190 series, driven in some cases by natural gas expansion turbines, is to be supplied to installations in the Gulf, Holland and Venezuela.

The Australian Post Office has placed an order worth over £200,000 with Standard Telephones and Cables Ltd. for the supply of 12 MHz coaxial-line telephone transmission equipment which allows the simultaneous transmission of 2,700 conversations and will complete the 600-mile Sydney-Melbourne route. Total orders to STC for coaxial equipment for this route have amounted to over £350,000, and in the past few years Australian Post Office ordering for coaxial systems from STC has totalled £800,000. Picture shows an engineer at work on a 12 MHz rack-mounted repeater of the type that will be used to boost telephone signals along the 600-mile link.

Linoleum in Eire hospital

Barry Staines 3.20 mm. linoleum has been installed throughout the County Hospital, Sligo, Eire.

Tests made on linoleum have shown that it does not support spores and bacteriological growths and many hospitals have replaced their linoleum over the years, not because it has worn out but because of the dating of the flooring design.

Heat exchangers for Spain

Whessoe Ltd. have secured from Brefcon International Ltd. an order for the fabrication at Darlington of 10 items of shell and tube heat exchangers for installation in a new 120,000 barrel/day refinery now under construction at Somorrostre near Bilbao by Foster Wheeler Iberia SA, through their Spanish associates, Sener Technica Industrial y Naval SA, on behalf of Refinerie de Petroleos del Norte SA (Petronor). The contract is valued at approximately £300,000.

£82,000 Russian order for bearings

The engineering products division of BTR Leyland Industries, polymer fabrications group, at Burton-on-Trent, has won an £82,000 order for six segmental cutless bearings for one of the world's biggest ice breakers. The contract – the first of its kind to be received by the company direct from Russia – has been signed by a BTR Leyland representative in Moscow. The order follows previous deliveries to the USSR negotiated through Finnish agents.

£8·5 million submarine cable contracts

Standard Telephones and Cables Ltd., London, are to manufacture and install two submarine cables to be laid between Pisa, on the north-western Italian coast, and Algiers, and between Cantanzaro, on the southern coast of Italy, and Alexandria. The contracts, valued at £3.5 million and £5 million respectively, are for systems capable of carrying 480 simultaneous telephone conversations.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FEDERAL REPUBLIC OF GERMANY

Ban on import of eggs

NOTIFICATION HAS BEEN received of some relaxation of the ban on the import into the Federal Republic of Germany of shell eggs of hens, turkeys, guinea-fowls, pheasant, ducks and geese, which at present applies to Great Britain. (Northern Ireland is not affected by the ban.)

Individual applications by importers in Germany for exemption from the ban will be considered by the Federal Authorities in the case of hatching eggs from Scotland only.

Further details may be obtained by British exporters from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466, 467 and 482).

AUSTRIA

Ban on imports of poultry

THE AUSTRIAN GOVERNMENT have now agreed that their ban on imports of poultry and poultry products from Great Britain shall not apply to imports from Scotland. Neither shall it apply to Scottish poultry trans-shipped at London Airport.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

YUGOSLAVIA

Customs Tariff changes

IT HAS BEEN announced in the *Official Gazette* of the Socialist Federal Republic of Yugoslavia that with effect from January 29 lower customs rates have been established for specific equipment for the production of cement.

The following changes have been made:

(1) A new tariff number is added before tariff number 84.14-4a which reads:

Tariff No.	Description	Rate of duty
84.13-3	Automatic feeds for liquid fuel for boilers: Ex Automatic feeding devices for furnaces for baking cement	12%

(2) After tariff number 84.59-2 c two new tariff numbers are added which read:

85.19-5	Switch devices with built-in apparatus: Ex Command, switch and signal devices for controlling equipment in the production process of cement	12%
87.02-3 c 1	Tippers and dumpers: Ex Tippers and dumpers for the transport of material in quarries of limestone	12%

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 420 and 475).

IRISH REPUBLIC

Merchandise Marks

THE GOVERNMENT of the Irish Republic has recently published an Act (the Merchandise Marks Act 1970) which provides broadly for the quantitative marking of packages, containers, etc., and for the regulation of quantities in which goods may be packed.

Copies of the Act may be purchased from the Government Publications Sale Office, GPO Arcade, Dublin 1. Inquiries from British exporters may be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466/467/482).

THE MINISTER for Industry and Commerce in the Irish Republic is at present preparing an Order to be made under Section 2 of the Merchandise Marks Act, 1970. An order under this section may provide that pre-packed goods:

(a) Must carry an indication of the quantity contained in the package;
(b) Must not, if specific quantities are specified in the Order, be packed in quantities other than those specified;
(c) Must, if required, carry the name and address of the packer or importer.

A list of commodities being considered for inclusion in the Order

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has been drawn up and, together with a memorandum setting out aspects on which the Minister would like to have observations, has been circulated to a wide range of interests in the Irish Republic representative of manufacturers, distributors, consumers, trade unions and other bodies.

Any person or body who wishes to offer observations or suggestions relating to the proposed Order may obtain a copy of the memorandum from the Commerce Division, Room 212, Department of Industry and Commerce, Dublin 2.

Inquiries from British exporters may be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2270).

REPUBLIC OF SOUTH AFRICA

Hire purchase regulation

FURTHER CHANGES in hire purchase repayment arrangements were introduced under South African *Government Gazette* notice No. R.244 on February 19. These affect, pianos and other musical instruments, some household furniture, electrical and non-electrical domestic appliances, gramophones, sound recorders and other equipment, venetian blinds, jewellery, clocks, watches, some photographic equipments, sporting pleasure vessels and their engines, and motor vehicles.

Details may be obtained from the Tariff Section of Export Data Branch, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

CENTRAL AFRICAN REPUBLIC

Imports of portable radio-sets etc.

THE DECREE of August 28, 1970 prohibiting the import into the Central African Republic of portable radio-sets, electrophones and all other recording equipment has been repealed.

All inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

TOGO

Export of manioc-flour and suspension of import duties

TOGO DECREE No. 016/MCIT/BCE of January 25, announced that export of manioc-flour from Togo has been prohibited until further notice. The same decree also announced the suspension of import duty on this product.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

MALI

Importation of fertilizers

MALI DECREE of January 27 subjects importation of chemical fertilizers under the tariff position 31.02, 31.03, 31.05 to the prior authorization. The importation of fertilizers containing crude potassium, tariff position 31.04 remains free.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

CONGO (BRAZZAVILLE)

Allocation of import quotas

THE CHAMBER of Commerce, Agriculture and Industry of Kouilou-Niari has issued its provisional allocation for 1970/71. This allocation is fixed at half the quotas held in 1969/70 for each importer and on each given heading (in French francs) as follows:

1.	EEC beers	172,000
	printed cotton and the like:	104,750
2.	Other zones	
	Milk products:	88,000
	Beers:	25,000
	Ordinary wines:	530,250
	Liqueur wines, Vermouth:	300,750
	Meats and vegetables:	850,500
	Raw tobacco:	96,500
	Iron, cast iron, steel:	568,750
	Pharmaceutical products:	10,000
	Chemical products:	200,000
	Printed cotton:	222,250
	Non-printed cotton:	111,000
	Hosiery:	25,500
	Tools, cutlery:	274,500
	Domestic material, radios:	254,500
	Motorcycles:	162,000
	Other products:	417,500

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Sanitary inspection tax

AS FROM DECEMBER 1, 1970, the rate of the Congo (Brazzaville) sanitary inspection tax on imported and foreign goods was modified as follows (in F, CFA per kilog):

Imports meats:	4 fr.
Butter, cheese:	4 fr.
Milk:	1 fr.
Poultry and game:	4 fr.
Ham:	2 fr.
Oysters and shellfish:	2 fr.

Inquiries from British exporters about this notice should be

(Continued on next page)

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addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/4).

Importation of empty bottles

IT HAS BEEN ANNOUNCED that the importation of empty bottles into Congo (Brazzaville) was forbidden as from February 1, 1971. Firms using this form of packaging must seek their supplies from the glassworks of the Congo at Pointe Noire.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA

Customs duties—amendments

THE MALAYSIAN *Government Gazette* dated February 25 publishedthe Customs Duties (Amendment) Order, 1971, which amends certain items in the First Schedule to the Customs Order, 1968, as follows (the old tariff rates are shown in brackets):

Heading No.	Description	Unit of quantity	Import Duty						
			Federation Common Tariff (Paragraph 2 (1) (d))	West Malaysia (Paragraph 2 (1) (a))		Sabah (Paragraph 2 (1) (b))		Sarawak (Paragraph 2 (1) (c))	
				Full	Preferential	Full	Preferential	Full	Preferential
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
55.05	Cotton yarn, not put up for retail sale:								
900	Other	Lb.	$2·50 (Nil)						
55.06	Cotton yarn, put up for retail sale:								
100	Sewing thread	Lb.	$2·50 (15%)						
900	Other	Lb.	$2·50 (15%)						
70.20	Glass fibre (including wool), yarns, fabrics, and articles made there from:								
	Fibre (including wool):								
300	In loose form	Lb.	20%						
	Other:								
400	¼ inch and more in thickness	Lb.	20%						
500	Other	Lb.	Nil						
73.20	Tube and pipe fittings (for example, joints, elbows, unions and flanges), of iron or steel:								
100	Of cast iron	Ton	$150 (Nil)						
87.06	Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03:								
	Other:								
930	Exhaust pipes and silencer systems	Value		Nil	Nil	20%	20%	25%	25%

Notes: 70.20 300, 400, 500 replace 70.20 300 (old tariff); 87.06 930 is a new heading.

The same *Government Gazette* also published the Customs Duties (Amendment) (No. 2) Order 1971, which amends the First Schedule to the Customs Duties Order, 1968, by the addition of the following:

Heading No.	Description	Unit of Quantity	Federation Common Tariff (Paragraph) 2 (1) (d)
(1)	(2)	(3)	(4)
21.07	Food preparations not elsewhere specified or included:		
600	Preparations used for making jellies	Cwt.	$30

Any inquiries from British exporters regarding this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469).

PAKISTAN

Tariff changes—yarn

THE PAKISTAN AUTHORITIES recently announced amendments to Headings No. 51.01, 51.03, 56.05 and 56.06 of the tariff, as a result of which the concessionary rates of duty on certain categories of yarn of man-made fibres are now expressed in rupees per pound instead of on a percentage *ad valorem* basis.

Full details of these amendments are available to British exporters from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475), to whom all inquiries about this notice should be addressed.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO*

Closure of posts at Kotu Kinabalu and Kuching

IT HAS BEEN DECIDED that the High Commission offices in Kota Kinabalu (Sabah) and Kuching (Sarawak) should close during the course of this year. The office in Kota Kinabalu will close on May 31 and that in Kuching on October 31; after these dates the office in Kuala Lumpur will assume direct responsibility for these territories and it is possible that local Trade Representatives will be appointed at a later date.

British businessmen are asked to bear in mind that final arrangements for the closures will begin some five to six weeks before the operative dates and that during this time the service each office will be able to offer will be severely limited. The closures do not, of course, mean any reduction in our interest in commercial prospects in East Malaysia.

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THAILAND

Import tariff

THE THAI Ministry of Finance has announced that the duty on the import of certain items has been reduced. Details of the changes are given below.

Tariff No.	Item	Previous Rate of Duty (% *ad val.*)	Present Rate of Duty (% *ad val.*)
05.15 (c)	Silkworm eggs	30	3
25.26	Mica, including splittings; mica waste	30	10
26.01	Rutile	30	10
74.01	Copper matte; unwrought copper (refined or not), copper waste and scrap	5	0·5
76.01	Unwrought aluminium; aluminium waste and scrap	5	0·5

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

FIJI

Invoicing procedure

THE CUSTOMS AUTHORITIES in Suva, Fiji Islands have recently issued the following circular on invoicing procedure to facilitate the examination of goods at the ports of entry.

'Invoices submitted by importers with Customs entries usually show the number of packages and the marks and numbers of such packages in which the goods invoiced have been packed.

'However, in many instances invoices do not show how the goods invoiced have been packed, i.e. which goods are contained in each specific package.

'The attention of all importers is invited to the necessity for invoices to show not only the number of packages and the marks and numbers of such packages but also the contents of each individual package. This information should be clearly shown on the invoice or alternatively a packing list giving such details may be attached to invoices submitted with entries.

'All importers are requested to make early arrangements for the packing details mentioned in this circular to be available on or with invoices at the time of submission of entries.

'When invoices submitted do not show the required details and at the same time no satisfactory packing list is attached, delay in the clearance of goods may occur.

'The co-operation of all importers in this matter is requested please.'

Inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting Reference CRE 33197.

NEW ZEALAND

Customs tariff inquiry—printed knitted fabrics

THE NEW ZEALAND Minister of Customs has referred to the Tariff and Development Board for inquiry and report, in regard to the proposal for New Zealand industry to print knitted fabrics by the silk screen process, the question whether printed knitted fabrics of a kind which, if unprinted, would be classified in Tariff items 60.01.07, 60.01.21, 60.01.22, 60.01.23, and 60.01.24, should be determined to be classified under Tariff items 60.01.05 and 60.01.06.

At the same time the Board will consider any representations relating to the elimination of margins by which, in respect of the goods set out in the First Schedule to this notice the rates of duty on imports from Australia exceed those payable under the British preferential tariff. The Board will also consider the question of import licensing as it affects these goods.

The Minister has also requested the Board to inquire into and report on requests for cancellation of the decision described in the Second Schedule and of the concession set out in the Third Schedule to this Notice.

In conducting this inquiry the Board will be guided by the request of the Minister of Customs that it inquire into and report on the level of protection, if any, it considers should be afforded to the proposal for New Zealand industry to print knitted fabrics by the silk screen process. Accordingly, in the matter of determinations under Tariff items 60.01.05 and 60.01.06 (see above) the Board will consider not only those fabrics not at present so determined but also those which are the subject of existing determinations. The Board will also give consideration to the rates of duty provided for under Tariff items 60.01.05 and 60.01.06.

In accordance with its normal procedures the Board will conduct a public inquiry which will take place in Wellington on May 18, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than April 30, 1971. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United

(*Continued on page* 674)

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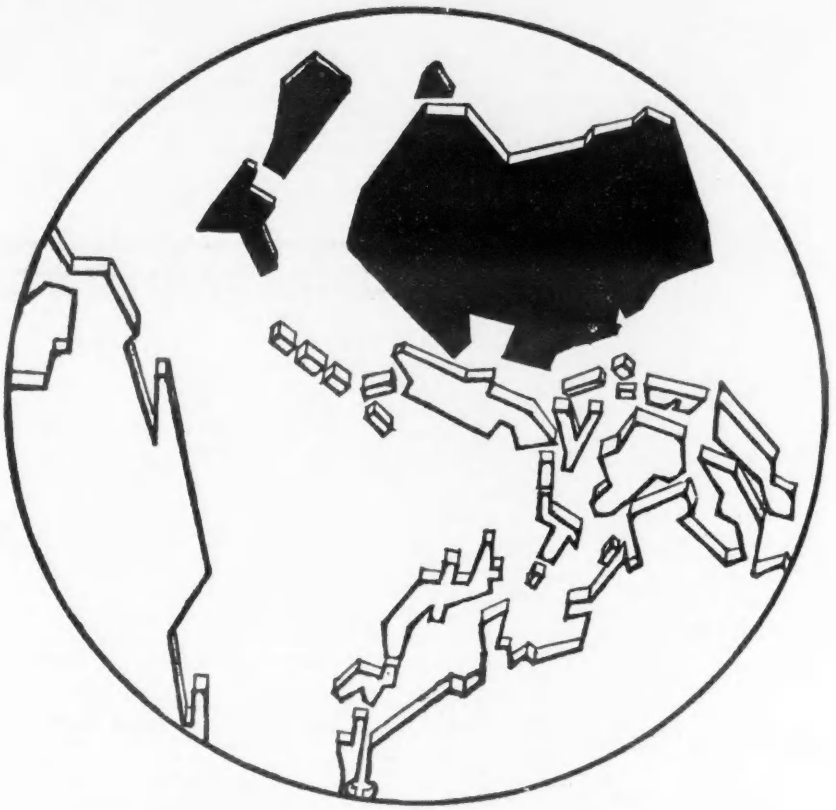

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NEW ZEALAND, *continued*

Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone: Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 26547.

First Schedule

Number	Description	Present rates of duty			
		British Preferential	Australian	Most Favoured Nation	General
60.01	Knitted or crocheted fabric not elastic nor rubberized: Containing sheep's or lamb's wool or fine animal hair				
60.01.03	Not felted	25%	32½%	45%	57½%
	Other: Wholly or principally of silk or man-made fibres: Other kinds: Other:				
60.01.07	Of silk	Free Can. 10%	10%	..	25%
60,01,21	Of regenerated elastomeric fibres	Free Can. 10%	10%	..	25%
60.01.22	Other	Free Can. 10%	10%	..	25%
60.01.23	Of synthetic fibres: Containing elastomeric fibres	Free Can. 10%	10%	..	25%
60.01.24	Other	Free Can. 10%	10%	..	25%

Second Schedule: Decision under section 164 of the Customs Act, 1966

New Zealand-made fabrics in the piece exported for screen printing are approved for re-admission under Section 164 until June 30, 1971.

In all cases duty is payable on the cost of processing at the rate applicable according to the classification of the goods on their re-importation into New Zealand.

Third schedule

Concession under Part II of Customs Tariff

		British Preferential	Most Favoured Nation	General	Reference	From	To
Section XI	Fabrics, knitted or woven in New Zealand re-imported after roller printing and/or Schreiner processing, or Bandura micro-creeping processing abroad. (Duty, if any, is payable on the cost of printing or processing only)	Free	20%	25%	10·2	March 1970	October 1971

Note: This concession has been extended by the Customs Department to apply also to such fabrics when re-imported after silk screen printing abroad and this extension has been continued to October, 31 1971.

Customs tariff inquiries

FOLLOWING THE RECEIPT by the New Zealand Minister of Industries and Commerce, of reports from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the following two cases:

(1) Continuous filament polyester yarn

The New Zealand Government has accepted the recommendation of the Authority that, in respect of certain continuous filament polyester yarn, additional temporary duties should be imposed for a period of one year, during which time the question of protection should be re-examined to decide whether or not the additional duties should be continued. The duties recommended are as follows:

(*Continued at foot of next coloumn*)

(a) On continuous filament polyester yarns which are not bulked, stretch or texturized, exceeding 65 denier but not exceeding 85 denier, a duty equal to the amount by which the cif value is less than $1·27 per lb.

(b) On continuous filament polyester yarns which are not bulked, stretch or texturized, exceeding 140 denier but not exceeding 160 denier, a duty equal to the amount by which the cif value is less than $1·15 per lb.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report as to the nature and extent of any protection it considers necessary for the New Zealand manufacture of continuous filament polyester yarn now classified in Tariff items 51.01.43, 51.01.44 and 51.01.45. These goods are included in Item Code 50.135 of the Import Licensing Schedule and are at present exempted from

Emergency Protection Authority report

COPIES OF THE following New Zealand Emergency Protection Authority report have been received and are available from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321):

Tariff No.	Description
84.49.09	Post-hole diggers and chainsaw digger attachments.

Emergency Protection Authority—pneumatic cylinders

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of pneumatic cylinders and parts thereof.

Details of the tariff item, under which the above mentioned goods are dutiable, are given below.

Tariff Item	British Preferential	General
Ex 84.65.09	25% Can.35%	60%

The Emergency Protection Authority is required to report to the Minister by April 16, 1971.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade associations or firms requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Reference CRE 859/69.

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import licensing. A description of goods included in the Inquiry, and the duty rates prevailing before and after the imposition of the temporary duties mentioned above, may be seen in the Schedule to this Notice.

Schedule

Number	Description	Rates of duty		
		British Preferential	Most Favoured Nation	General
51.01	Yarn of man-made fibres (continuous), not put up for retail sale:			
	Of synthetic fibres:			
	Other yarn and thread:			
	Other kinds:			
	Not containing sheep's or lambs' wool or fine animal hair:			
	Other:			
	Prior to acceptance of EPA recommendation:			
51.01.42	Of polyester	Free	..	10%
	Temporary Measures Taken:			
	Polyester:			
	Not bulked, stretch or texturized:			
51.01.43	Weighing more than 65g but not more than 85g per 9000M	Free†	..	10%†
51.01.44	Weighing more than 140g but not more than 160g per 9,000M	Free‡	..	10%‡
51.01.45	Other kinds	Free	..	10%
51.01.46§	Other	Free	..	10%‡

† Plus a duty equal to the amount by which the cif value is less that $1·27 per lb.
‡ Plus a duty equal to the amount by which the cif value is less than $1·15 per lb.
§ Item not included in terms of present inquiry.

(2) Cast acrylic sheet

The Government has accepted the recommendation of the Authority that import licensing be retained on cast acrylic sheet for 12 months subject to review at that time, or until such time as the Tariff and Development Board has presented its final report.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report on the import duties and import licensing position affecting cast acrylic sheet covered by Tariff items 39.02.64, 39.02.65, 39.02.66 and 39.02.67. The items concerned are set out in the Schedule to this notice.

Schedule

Number	Description	Rates of duty		
		British Preferential	Most Favoured Nation	General
39.02	Polymerization and copolymerization products, etc.:			
	Plates, sheets, strip, film and foil:			
	Other kinds:			
	Printed, embossed or otherwise surface-worked:			
39.02.64	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	Free
39.02.65	Other	27½%	50%	60%
		Aul. / Can. 32½%		
	Unprinted and not embossed or otherwise surface-worked:			
	Non-pliable:			
39.02.66	As may be determined by the Minister	25%†	..	50%†
39.02.67	Other	Free	..	10%

† Or such lower rate of duty as the Minister may in any case direct.

The Board will, in accordance with its normal procedures, conduct public inquiries into these two cases as follows:

1. In Wellington on Thursday, May 6 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, April 23.

2. In Wellington on Tuesday, June 8 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, May 21.

'Notes for Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member - details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 853/69 and CRE 827/69 respectively.

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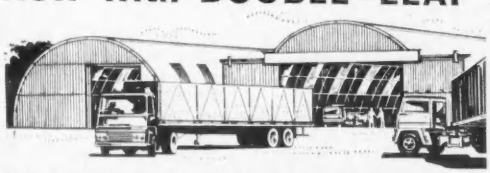

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ECUADOR

New regulations concerning the importation of alcoholic beverages

ECUADOREAN DECREE No. 154 of February 2, 1971, introduces new regulations for importers of alcoholic beverages. Under the decree a stamp must be affixed to each bottle identifying the beverage being introduced into the country. Importers of foreign alcoholic drinks must also comply with the following requirements:

(a) Present the import permit on the respective form of the Central Bank of Ecuador.

(b) Pay the value of the stamps that must be affixed to each bottle and hand these over to the Customs Policy Administration, who will send the stamps to the exporting firm on behalf of the importer.

(c) Pay the deposits and duties into the Central Bank of Ecuador.

(d) Make the final payment when the goods arrive.

Once the authorized agents or representatives deposit the value of the tax paid with the Central Bank of Ecuador, the Customs Policy Administration will authorize delivery of the goods.

Imported beverages which do not comply with the above arrangements will be treated as contraband.

An unofficial translation of this decree is available to British exporters from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476 or 7312).

PANAMA

Temporary residence visas for executives of international companies

HM EMBASSY in Panama City report the issue of Cabinet Decree No. 363, of December 17, 1970, which was published in the *Official Gazette* of the Republic of Panama on December 24, 1970. The Decree lays down rules regarding the temporary residence in Panama of executives of international companies and grants certain exemptions from duties.

Subject to certain conditions, foreign executives, their wives and under-age children, who wish to reside in Panama may obtain a special temporary visitor's visa free of charge from the Panamanian Ministry of Government and Justice. The visa permits the duty free import, on a once-only basis, of articles of domestic or personal use up to the value of 3,000 Balboas, and the duty free import, once every two years, of a vehicle for personal or family use.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290) quoting Ref. CRE 16397G.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom.

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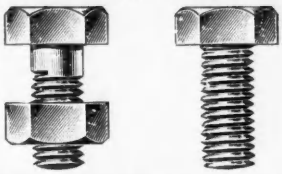

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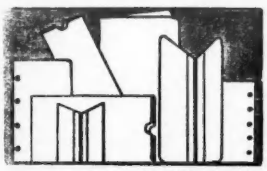

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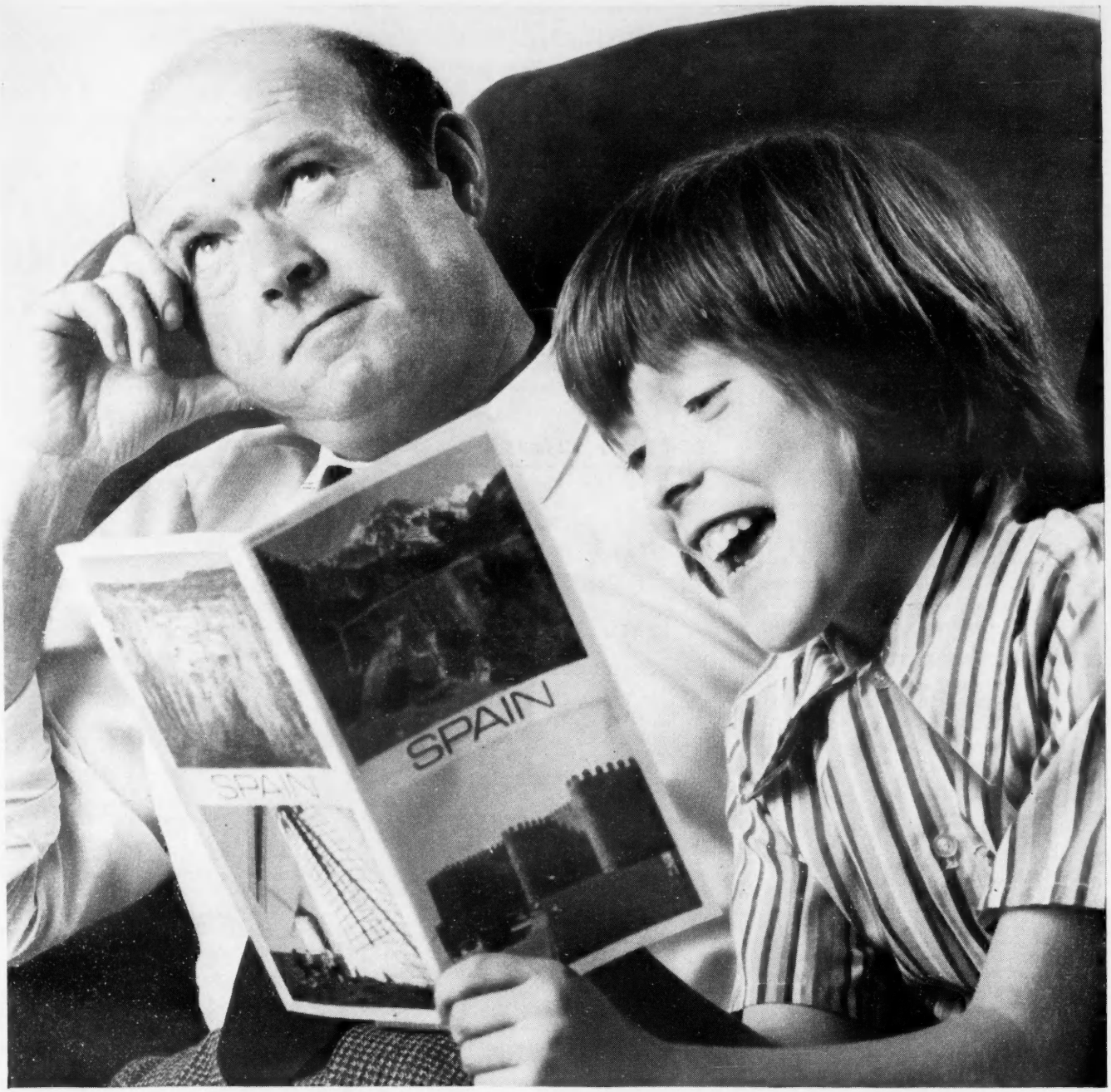
LEATHER AND PLASTIC BACKED CAR KEY FOBS
Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.
MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 **Telex: 338633**



A holiday abroad can really grab you when you're in exports.

"We could motor to the South of France, or how about a two-week trip to Barcelona?" It's holiday time again and the family's excited, but what about you? You'd probably like to stay at home or at least go somewhere quiet. You've had enough of hopping on and off planes, living in hotels, eating foreign food.

Still, let's face it, leading the life of an exporter isn't all bad. You're ecstatic when you bring back a big order and so are we. We like you to depend on us to help you cope with the letters of credit, shipping documents, currency and all other money matters.

There are less hectic ways of earning a living than being in exporting. But you're like us, you wouldn't enjoy a quiet life all the time.

Barclays DCO

Exporters are special people. That's why we're a special bank.